



OVERSEAS NEWS

Dominicans reject IMF austerity package

BY HUGH O'SHAUGHNESSY, LATIN AMERICA CORRESPONDENT. THE DOMINICAN Republic has broken off negotiations with the International Monetary Fund on a \$386m (£280m) credit package...

and finance ministers from Colombia, Argentina, Brazil and Mexico and other governments expected to be represented include Chile, Peru, Bolivia, Ecuador, Venezuela and the Dominican Republic.

Mexico, Venezuela, Brazil, Colombia and international banks was guaranteed by the U.S. It was aimed at allowing Argentina to meet interest payments due to banks by the end of March and tidying the country over until it signed an agreement with the IMF.

China announces plan to station troops in Hong Kong

BY DAVID DODWELL IN HONG KONG. MR DENG XIAOPING, China's elder statesman, said in Peking yesterday that his Government intended to station between 3,000 and 5,000 Chinese troops in Hong Kong after 1997.



Deng... criticised fellow leaders

Ambrosiano settlement signed by bankers

BY ALAN FRIEDMAN IN MILAN. THE FINAL settlement on the long-running Banco Ambrosiano affair, expected to total as much as \$539m, was signed yesterday in Geneva by more than 50 representatives of the Vatican bank, foreign bank creditors and the liquidators of the late Sig Roberto Calvi's failed Milan Bank.

EEC President appeals for wider powers

BY IVO DAWNAY IN STRASBOURG. MR PIET DANKERT, President of the European Parliament, wound up his final session yesterday with a call for a major extension of the institution's powers.

Kohl to endorse French plea for closer ties

BY RUPERT CORNWELL IN BONN. CHANCELLOR Helmut Kohl will carry a wholehearted endorsement of President Francois Mitterrand's ambitious new design for Europe to the Franco-German summit meeting which opens in Rambouillet on Monday.

Bid to reverse U.S. trend towards bank deregulation

BY STEWART FLEMING IN WASHINGTON. MR FERNAND St Germain, the powerful head of the House banking committee has introduced new legislation which seeks to halt the trend towards deregulation in important sectors of the banking industry.

Seaga presents Jamaica with toughest budget yet

BY CANUTE JAMES IN KINGSTON. MR EDWARD SEAGA, Jamaica's Prime Minister and Finance Minister, told Parliament that the budget deficit for this year will be cut by about one half, from 15.4 per cent of gross domestic product last year, to 8.3 per cent this year, in the country's toughest budget yet.

Sectarian enmity casts a dark shadow over Bombay

BY JOHN ELLIOTT. NARROW STREETS in the Maharashtra textile city of Bhiwandi outside Bombay reverberated yesterday to the sound of dozens of small power looms as Muslims reopened their premises following the massive riots of the past nine days.

El Salvador security chief posted abroad

THE former head of El Salvador's intelligence police, who had been publicly linked with the country's notorious right-wing death squads, has been posted abroad, army Chief of Staff Colonel Adolfo Blandon said yesterday.

Go-ahead for Luxembourg satellite TV company

BY RAYMOND SNOEDY. LUXEMBOURG yesterday gave the formal go-ahead for what is claimed to be the first private enterprise satellite television distribution company in Europe.

South Africa rejects ANC claim over mine explosion

BY JIM JONES IN JOHANNESBURG. SOUTH AFRICAN police yesterday repudiated claims by the African National Congress of responsibility for the explosion which damaged an office block at the Western Holdings gold mine in the town of Welkom on Monday night.

Managua agrees 12-week election campaign

BY TIM COONE IN MANAGUA. NICARAGUA's electoral campaign is to begin on August 8 this year. The Supreme Electoral Council, the body charged with organising the November 4 elections for a president, vice-president, and 90-member national assembly, has decided on a 12-week campaign after consultations with all the members of the National Assembly.

Danish strike ends

COPENHAGEN returned to normal yesterday after 14 days of chaos caused by a major strike by public transport bus drivers, writes our Copenhagen Correspondent.

Two bombs exploded in Bombay

TWO bombs exploded in Bombay yesterday injuring at least 10 people as troops took up positions in the city centre and other parts of south-western India's riot zone in readiness for a possible resurgence of Hindu-Muslim violence, reports Reuter from Bombay.

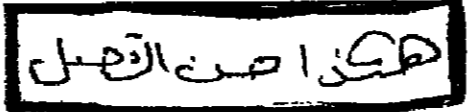
India's Congress I Government

India's Congress I Government yesterday imposed direct rule from New Delhi on the small north-eastern state of Sikkim after it risked losing control of the elected state government.

Norway heads for chaos as strike widens

NORWAY was heading slowly towards administrative and communications chaos yesterday as 7,000 municipal workers in Oslo and Stavanger were ordered out on strike after mediation in their spring wage negotiations broke down.

Vertical text on the right margin: men hit science city... and to rise









YOUR SAVINGS AND INVESTMENTS

Peripatetic estate agent's profits

I am employed as an estate agent and have been in this line of business for eight years during which time I have moved house six times...

FINANCE AND THE FAMILY

BY OUR LEGAL STAFF

Even if he merely seeks to establish a proprietary claim to an interest in the house he should not delay...

Transfer of stocks and shares

My mother wishes to give me some war loan stock, and a small number of shares in BP, and Prudential Assurance Company...

them (and then not the chairman of the meeting) accepted (with reluctance) the invitation to view from inside my house the lines of vision which would be impaired by the proposed extension...

Nothing to pay

I have recently been left approximately £12,000 in a will (not a relative). Half of which I intend to give my son and daughter...

Giving dividends away

I am resident and domiciled abroad. My children are resident in UK and my grandchildren in UK and my granddaughters in favour of grandchildren (minors) will they, through their parents, be able to recover the tax deducted at source...

Dry rot

Are trustees legally obliged to release capital from an estate to restrain woodworm and dry rot in a house or is it purely a discretionary duty?

Income bonds

I was disappointed to read the article (April 28) concerning the impact of Guaranteed Income Bonds on the Age Allowance.

Tax and an ex-wife

By an order of the UK courts, I am required to pay my ex-wife £125 a month maintenance. I am not allowed to deduct tax but am said to be free to claim tax relief on my English income.

Costs charged to estate

My father, who is now 85, remarried in 1973. His second wife died in October 1983 leaving all her estate including the house to her brother and adopted son.

The time is ripe

ANALYSTS CAN ADVANCE any number of reasons for movements in the gold price, or even suggest that the price is moving decisively in either direction.

MINING

GEORGE MILLING-STANLEY

There are several other factors which are said to influence the price of gold, and these might best be considered as secondary. These factors are normally put forward in the form of relationships which are claimed to be inseparable, and they include such things as the apparent link between gold and the price of oil...

that is conveyed through them to the west, open, and while this may eventually prove necessary, the possible involvement of one or both of the superpowers is certainly not doing anything to ease the tension.

largest supplier in the world and accounting for almost half of total net mine production every year. This threat is posed by the increasingly militant National Union of Mineworkers, which, in a faint echo of the British experience, has just walked out of talks with the Chamber of Mines.

That external influence could materialise quite soon, however, if the current wrangling between the black trade union and the Chamber of Mines results in any serious disruption to supplies.

No legal responsibility can be accepted by the Financial Times for the answers given in these columns. All inquiries will be answered by post as soon as possible.

HOUSE PURCHASE

Margaret Hughes explains why home loans are going to cost more

The end of the mortgage famine - but the rates go up

FIRST THE good news. The days of mortgage famine, it seems, are over. Mortgages will be available to homebuyers on demand following the major change in policy openly declared by the building societies at their annual conference this week.

Then the bad news. In future mortgages will cost relatively more. Irrespective of what happens to market rates mortgage rates will in future be higher in relation to other rates than they have been in the past.

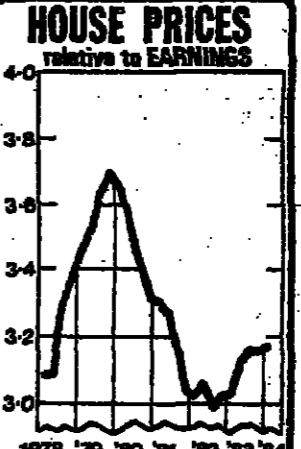
The signs are already there. In a matter of only weeks societies cut their basic mortgage rate by 1 per cent to 10.25 per cent, two of the major societies have now increased their rates, or at least some of them.

Property market on the mend

Estate agents are cautious writes ANDREW TAYLOR. ESTATE AGENTS tend to be optimistic by nature—not for them the slough of despond. Markets do not collapse, in estate agents' parlance, they re-trench.

Table with columns: Size of mortgage, Percentage differential over basic mortgage rate. Rows include Halifax and Leeds Permanent, Abbey National, Nationwide, Woolwich.

so, it seems. Rather the opposite. Abbey's new move follows the decision taken last month by Nationwide to raise the rate which it charges new borrowers on mortgages of up to £40,000 by a quarter of a per cent to 10 1/4 per cent.



outpaced inflation and economic comment has been less on job losses and more on recovery. Agents in a number of areas—particularly in the more prosperous south—claim they do not now have enough properties to satisfy all the prospective buyers on their books.

SAVINGS OFFERS

Table listing savings offers from The M & G Group, Wardley Unit Trust Managers Limited, Schroder Unit Trust Managers Limited, County Bank Limited, Barclays Unit Trusts, and Montagu Unit Trust Managers.

Today's Rates 10 1/4% - 11%

Table for 3i Term Deposits showing interest rates for various terms (3, 4, 5, 6, 7, 8, 9, 10 years).

UK CONVERTIBLE STOCK 26/5/84

Table listing UK convertible stocks with columns for Name and description, Size (£m), Current price, Terms, Conversion dates, Flat yield, Red yield, Premium, Current Range, Income, and Dividend.

Handwritten signature or note at the bottom of the page.

# YOUR SAVINGS AND INVESTMENTS

## TRADED OPTIONS

### Success in a weak market

MAGGIE URRY reports on trading on the new index option

IT IS IRONIC that the traded options market launched its Financial Times-SE 100 Index option on May 3, the day the stock market reached its all-time high. The FT-SE 100 has been falling almost daily since, and is now around 8 per cent down from its peak. But far from deterring investors from trading in the option, the weak market has highlighted how useful the option can be to make money in falling markets, and volume has been encouragingly high.

Like traded options on shares, the idea of an index option came from the U.S. where they have been hugely successful. Investors can use the option to back their judgment on moves in the stock market. The index option relates to a notional basket of shares, so when the option is exercised a cash settlement is arranged, rather than shares being handed over to the buyer.

In the UK market the cost of buying options can be very low. The FT-SE 100 contract is deemed to be made up of 500 units, so the cost of buying one contract is worked out by multiplying the price by 500. For instance if the price is 25p the total cost of one contract is £125 plus some commission to the broker.

Since it started trading, the

unrealistically low pricing of options in the first couple of days of trading. It was even possible on the opening day to simultaneously buy a June 1,150 put and call option (known as a straddle) for a total price of 39p. That meant as long as the index moved above 1,180 or below 1,110—a 34 per cent move either way—the buyer would make money.

Although the index only started this year it has been calculated back to 1979, and in that period such a small move in the index over two months is almost unknown.

The index option prices have now risen so that the easy pickings are no longer there, and brokers agree that at present put option prices are looking rather expensive.

Most of the business being done is still coming from institutions rather than private individuals. That could change since the Inland Revenue's ruling last week on tax treatment for individuals. Profits on trade for individuals on the FT-SE 100 will be liable to capital gains tax not income tax, as are profits from traded options on individual shares. And losses can be set against profits.

The Stock Exchange has produced a new booklet describing the FT-SE 100 option contract, and David Steen, the chairman of the Exchange's traded option committee will be giving public seminars on the subject around the country.

## BUSINESS EXPANSION SCHEMES

TIM DICKSON on the attractions of unquoted companies

NOT SO LONG AGO investment in small, unquoted companies was left largely to a handful of specialist institutions and the odd charitably minded "Aunt Agatha." But today individuals seem to be scrambling for a way into this previously neglected, though potentially exciting, area of investment activity.

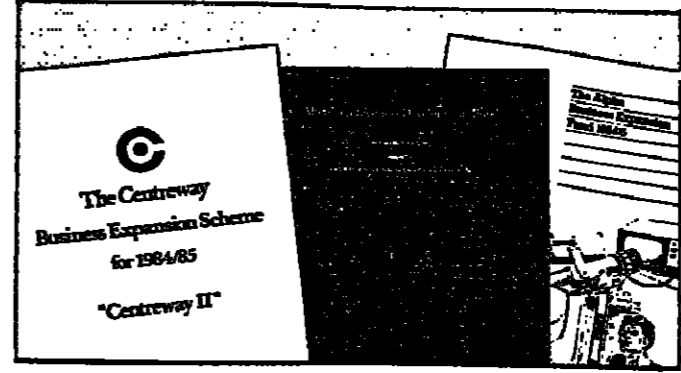
The most popular route is via the Business Expansion Scheme, which in many ways seems tailor-made for individuals wishing to join in the fun, but which has pitfalls for the unwary. A handful of managed funds are currently seeking money to invest in "qualifying" BES companies during the current tax year—County Bank, Aberdeen Business Development, Alpha 2, Centreway, Castleforth and Singer and Friedlander are among those in the market at the moment—while others seem certain to join them over the next few months.

Individuals tempted by any of these offers ought to be clear about the scheme's purpose before making their choice. Introduced in the last Finance Act (1983), the BES enables private investors to claim tax relief at their top rate on investments of new equity in most unquoted UK trading companies (up to a maximum of £40,000 per annum).

Shareholders in unquoted companies, of course, do not have the protection of Stock Exchange reporting and other requirements while small businesses, especially new ones, are as a rule inevitably more vulnerable to collapse than big ones. Promoters of the BES may show you how a £10,000 investment will cost a 60 per cent taxpayer just £4,000 after tax relief—but the tax relief is hardly worth having if the company goes bust.

Investors should thus be prepared (in the worst possible situation) to lose their entire BES stake; they should expect little or no income in the early stages (since the sort of businesses being backed are likely to be ploughing back their profits for future development); and they should be willing to hang on to the shares for at least five years (otherwise the tax relief will have to be paid back to the Inland Revenue).

The architects of the BES originally hoped that modern day "Aunt Agatha" like doctors and dentists would dip into their pockets on the back of the tax relief to support a budding local entrepreneur. But while some regional stockbrokers have acted as catalysts for individual BES investments the initiative has been taken largely by professional fund managers in the City of London and elsewhere. Offering a spread of risk in different companies (usually about seven or eight), supposedly careful selection of businesses, and regular monitoring of performance, about 25 funds in 1983-1984 raised well over £40m between them. Much of this money came cascading in during



to your financial adviser. Most also keep the interest earned on uninvested cash. Most charge the companies in which they are investing a fee for services. And most reserve the right to take options on shares (equivalent to 15 per cent of the equity) in the target companies at a price similar to that paid by investors. If you think this sounds a lot, fund managers point out that appraising and monitoring unquoted companies is much more costly and time consuming than, say, running a unit trust portfolio of blue chip companies.

The proportion of your investment taken away as a management fee, incidentally, does not qualify for tax relief so Oakland Management Holdings, managers of the Alpha 11 fund launched this week, has sensibly cut its initial charge from 8 per cent last time to 2½ per cent. Oakland, however, does not intend to miss out and instead will charge its "target" companies more for "investigation" and "monitoring."

Nor should you be taken in by Centreway 11's claim that it "does not charge investors." True there is no initial charge and interest on uninvested cash will be earned for the benefit of investors. Nevertheless, Mr. Land and Norriem, which will manage the new fund, is reserving the right to charge companies a commitment fee which will not exceed 10 per cent (plus VAT) of the total investment made on behalf of Centreway 11 investors, as well as to negotiate options on up to 10 per cent of equity.

## INSIDER DEALING

### An alarming increase?

FOR THE amateur investor, there are few things more vexing than seeing a share price soar just before the announcement of good news, or dive ahead of bad.

The use of privileged or inside information makes nonsense of the idea that investment is about backing one's own judgment against the market. But despite the fact that the practice is in some cases illegal, it seems to be on the increase.

Figures released this week by the Stock Exchange show that the number of unusual price movements examined last year was over 13,500—a remarkable 260 per cent increase on the year before. Many of these cases turned out to have an innocent explanation. But only 20—two more than the previous year—were ultimately passed to the Department of Trade and Industry for possible criminal prosecution.

The Stock Exchange points out that for technical reasons, its team which monitors price movements is now able to cast its net more widely than in the past. This will partly account for the increase in cases reported, but leaves open the question of why there was such a small increase in the number forwarded to the DTI.

A clue to that problem lies in the fact that the Stock Exchange has recently been complaining about the apparent inaction by the DTI on cases actually forwarded. Since insider dealing was made a criminal offence under the 1980 Companies Act, the Stock Exchange has passed on a total of some 75 cases. The number resulting in court cases totals only three or four.

In its own defence, the DTI points out that given the very wide range of issues presented to its legal department, insider dealing cannot be given top priority. More crucially, it also argues that insider dealing is, by its very nature, extremely difficult to prove in a court of law.

The problem is not helped by the very tight definitions of the offence under the 1980 Act. Broadly speaking, insider dealing is criminal only if undertaken by the directors or employees of the company concerned, or by those connected with the company, such as its solicitors or stockbrokers.

So if, for instance, a journalist were to profit by price-sensitive information given indiscreetly in an interview by a company chairman, he would not be breaking the law—even if, by most people's lights,

he would be acting immorally. Sadly, the law on insider dealing seems so far to have proved largely toothless. There is, though, a second line of defence against the practice, provided by the Stock Exchange itself.

If someone has been trying to rig the market in a share, on the basis of privileged information, it is open to the Stock Exchange Council to cross-examine the brokers through whom the deals have actually been done. If the Council concludes that the brokers ought to have known what was going on, those brokers would then be disciplined for aiding and abetting a disorderly market.

If it turned out that the company's own broker had been originating such dealings, the case would be handed to the DTI. It would still be open to the Council, though, to discipline or expel members in such cases, regardless of the DTI's response.

All of which sounds very well in theory. In practice, the Stock Exchange too has found it very difficult to make such cases stick. If that 13,500 figure is anything at all to go by, a lot of dubious dealing is escaping its due deserts.

Tony Jackson

the last three to four months of the financial year to funds promising to invest the proceeds by April 5 (thereby ensuring that tax relief could be claimed against 1983-84 income).

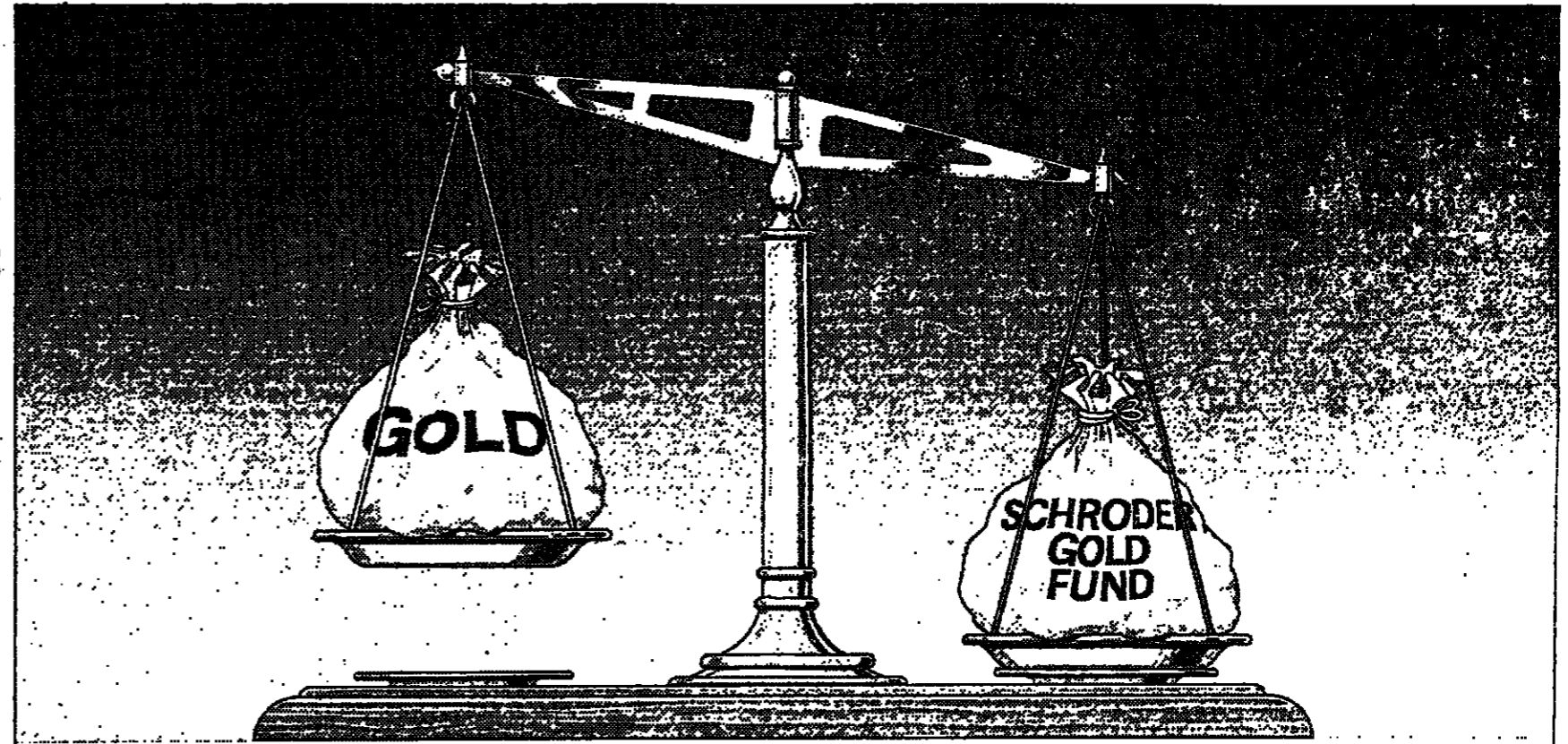
So far in 1984-85 two funds—Charterhouse J. Rothschild and Baronsmead—have closed their doors to new subscriptions after receiving £5.5m and £21m respectively. But there are plenty of others eager to accept your cheque.

Viewed purely as a tax shelter investors may consider waiting until later in the tax year when they are more certain of their potential tax liability. In doing so, of course, they can earn interest on their money which in most cases would otherwise go to the fund management company.

The argument of the current crop of funds, however, is that by putting up your money now managers will have more time to look around for suitable investments ahead of the April 5 1985 deadline.

How then to choose between the various competing funds? All inevitably stress their "expertise" in investing successfully in unquoted companies but at this stage nobody has a BES track record. Some groups (e.g. County Bank, Singer and Friedlander and Alpha) are launching their second fund—and prospectuses contain copious details of investments made last year—but at this stage it is too early to see visible evidence of success in their first portfolios. Others such as Castleforth Fund—a new venture sponsored by stockbrokers Laing and Cruickshank and the Royal Bank of Scotland and managed by an ex-ICFC manager Donald Workman—are brand new.

One area to keep an eye on is the fund management company's remuneration. Most charge a percentage "up front" out of your investment (anything between 2½ and 7 per cent, plus VAT), part of which will be paid over as commission



# Even better than gold?

## — a portfolio of gold shares, expertly managed, through the

# NEW Schroder Gold Fund

**The underlying strength of gold**  
Over the long term, gold has proven to be one of the most outstanding hedges against inflation.

Whenever the strength of a currency has been questioned, whenever international tensions have arisen, gold has been the traditional haven for investors.

Most well-managed portfolios carry a proportion of gold shares. So, now, should yours.

- Why the timing could be right**
- The U.S. Dollar is widely recognised to be overvalued. Substantial Trade and Budget deficits, uncertainties over interest rates and the political situation could weaken the dollar in favour of gold.
  - If inflation in the U.S. and U.K. rises once more, there will be renewed interest in the gold hedge.
  - The relatively low price of gold—at \$378 per oz (23.5.84) against a 1980 high of \$850—is highly susceptible to a sharp rise on increased demand.
  - Industrial demand for gold is on the increase, and kruggerand sales rose by 36% in 1983 alone.

**FIRST PUBLIC OFFER**

Gold now represents a solid opportunity for capital growth. Market commentators and investment institutions are agreed that the timing could well be right for a medium term investment.

Today, the launch of Schroder Gold Fund brings to the private investor all the benefits of Schroders' expertise in managing a broadly-based portfolio of gold shares.

**The right fund**

The Schroder Gold Fund aims for capital growth by investing in a broadly-based portfolio of mining shares—at least 90% in gold and the balance in other precious metals. There is no direct bullion investment. Unlike gold itself, this fund does provide a yield, initially estimated at 3% gross.

Any improvement in the gold price is likely to have a more than proportionate effect on the profitability of mining companies, with excellent implications for their shares. Of course, their general trends will be in line with the gold price, which can be quite volatile. For this reason only a proportion of your portfolio should be invested.

**Invest without delay**

Present opportunities are unlikely to be sustained; in particular any widespread belief that equities were peaking would lend weight to gold's attractions and influence the current low price.

By investing now, you can secure the opening price of 50p per unit which applies until 15th June 1984 only. Simply fill in and return the coupon with your cheque (min. £500).

Remember that the price of units and the income from them may go down as well as up. You should regard your investment as long-term.

**Extra benefit for Schroder investors — The Schroder Special Account**

J. Henry Schroder Wagg has recently introduced its new Special Account—a high interest, cheque book current account available to those able to maintain a minimum balance of £2,500. Account holders who have, or acquire investments worth at least £10,000 in any Schroder Unit Trust can apply for a Secured Overdraft Facility equal to 65% of the current value of their investments, using the units as security. A booklet containing full details of the Schroder Special Account can be obtained by ticking the appropriate box at the foot of this advertisement.

THE SCHRODER GROUP MANAGE ASSETS EXCEEDING £7,000,000,000

**GENERAL INFORMATION**

Dealing in units after the close of this fixed price offer, units may normally be bought or sold on any business day at prices quoted in several national newspapers. Applications will be acknowledged on receipt of your instructions and certificates will normally be despatched within six weeks. Repurchase proceeds will be forwarded within 10 days of receipt of remittance certificate by the Managers.

Charges An annual charge of 3% is included in the price of units. An annual charge of 1% of the value of the fund plus VAT is deducted from the fund's income. The Trust Despatch fee is a minimum initial charge of 10% and a maximum annual charge of 3%. Commission for advisers Out of the initial charge, remuneration at rates which are available on request will be paid to authorised professional advisers on applications bearing their stamp.

Income Dividends of income net of basic rate tax are made twice yearly on 31st May and 30th November commencing 30th November 1984.

Managers Schroder Unit Trust Managers Limited (Members of the Unit Trust Association) Regal House, 14 James Street, London WC2E 8BT. Regal Office, 221 Colindale Avenue, London EC2N 6DS, England No. 1521622.

Trustee Metland Bank Trust Company Limited.

This offer is not available to residents of the Republic of Ireland.

To: Schroder Unit Trust Managers Ltd., Enterprise House, Isambard Brunel Road, Portsmouth PO1 2AW, Telephone 0705 827733.

I wish to invest (minimum £500) £ in the Schroder Gold Fund at the initial price of 50p per unit (available until 15th June 1984). Please allocate Income/Accumulation units (delete as applicable). A cheque is enclosed made payable to Schroder Unit Trust Managers Limited.

I would like more information on the Schroder Special Account  Unit Trust Portfolio Management Service

Summe (in full) First Names  
Address Date  
Signature (in case of bank holding of trust only) FT 26/5

**Schroders**  
Schroder Unit Trusts.  
Members of The Unit Trust Association.

Do you realise... that technology is the world's most dynamic investment sector... that technology is at the forefront of world economic recovery... that technology now permeates almost every aspect of modern living... and still offers investors excellent growth prospects?

Wardley do.

Which could explain why the Wardley Technology Trust was the top performing international technology trust in the year to 30th April, 1984. (Source: Planned Savings Statistics—April.)

For your FREE 12 page Wardley Technology Trust brochure please return the coupon TODAY.

**Wardley**  
Unit Trust Managers Limited  
member: Hongkong Bank Group

Name \_\_\_\_\_ Address \_\_\_\_\_

Please send me details of Wardley Technology Trust  Details of the other units

FT 26/5

YOUR SAVINGS AND INVESTMENTS

BASE LENDING RATES
A.B.N. Bank, Allied Irish Bank, Anro Bank, Henry Ansbacher Associates, Banco de Bilbao, Banco Hapsolim BM, BCCI, Bank of Ireland, Bank of Cyprus, Bank of India, Bank of Scotland, Banque Paribas, Barclays Bank, Beneficial Trust Ltd., Bremer Holdings Ltd., Brit. Bank of Mid. East, Brown Shipley, CL Bank Nederland, Canada Perma't Trust, Castle Court Trust Ltd., Cayzer Ltd., Cedar Holdings, Charterhouse Japhet, Chouharians, Citibank NA, Citibank Savings, Clydesdale Bank, C. E. Coates, Comm. Bk. N. East, Consolidated Credits, Co-operative Bank, The Cyprus Popular Bank, Dunbar & Co. Ltd., E. T. Trust, Exeter Trust Ltd., First Nat. Fin. Corp., First Nat. Secs. Ltd., Robert Fraser, Gridlady Bank, Guinness Mahon, Hambros Bank, Heritable & Gen Trust.

PORTABLE PENSIONS
A problem of selection

THE GOVERNMENT took the first steps this week to clear the way for a personal portable pensions system, in whatever form that will take, by setting out proposals making it compulsory for occupational pension schemes to provide transfer payments as an alternative to deferred pensions for employees who change jobs.

Up to now such employees changing jobs, known as "early leavers," are only legally entitled to a deferred pension based on their service and salary at the time of leaving.

It is up to individual schemes whether or not they offer transfer payments in place of deferred pensions. In practice the major schemes do make these transfers available according to the last survey from the National Association of Pension Funds—a feature the Government appear to be unaware of.

Most of the other schemes do not make transfer payments—because they do not want to, but because they have not got around to changing their trust deeds to enable them to do so.

However, this move by the Government will give all employees in company pension schemes a choice when they change jobs on how they maintain the pension rights accrued with the old employer.

MUTUAL FUNDS
Higher performance in the States

CLIVE WOLMAN reports from New York

IF YOU want to invest some of your money in the U.S. stock market, would you do better to hand it over to the natives rather than letting a London-based fund manager choose the stocks for you?

Among the Americans themselves open-ended mutual funds—the transatlantic equivalent of our unit trusts—have been scaling new peaks of popularity. In the first three months of this year, mutual fund sales achieved a record high, even though the stock market was declining steadily from its peak at the end of 1983.

In the longer-term, U.S. mutual funds have an average consistently achieved higher returns than the stock market as a whole. The fund managers often take higher risks than their UK counterparts, are more innovative and, spurred on by a system of performance-related incentives, tend to work long hours.

Performance figures produced by Lipper Analytical Securities of New York, the chief monitor of mutual funds, show that over the last 10 years mutual funds have achieved an average return of 241 per cent with dividends re-invested. (The median fund achieved a return of 187 per cent) by contrast, the return on the Standard and Poors 500 Index, one of the broadest measures of the fortunes of the U.S. stock market, was only 117 per cent.

Last November's Money Management, a magazine for investment advisers, compared the performance of the top 25 mutual funds, the top 25 authorised North American unit trusts and the top 25 offshore North American unit trusts. The mutual funds came out way ahead of the other two over six months, one year and five years. The comparison is not a

PERFORMANCE GAUGE
TEN YEARS
March 31 1974 to March 31 1984
Fidelity Magellan Fund, Oppenheimer Special, Lindsell Fund, Twentieth Century Select, Twentieth Century Growth, Investec Fund, Amer. Capital Fund, Mutual Shares Corp., Amer. Capital Growth, Amer. Capital Venture, Pennsylvania Mutual, Sequoia Fund, Fidelity Puritan, Quasar Associates, Long-Term Growth, Pioneer II, Security Ultra Fund, Signs Venture Shares, St. Paul Growth, Tudor Fund, Fidelity Equity-Income, Value Line Equity Growth, Nichols Fund, Valley Forge Fund, Mass Capital Development.

totally fair one as there are well over 500 mutual funds investing in U.S. equities from which to choose the top 25. But in one sense, that is just the point. By not restricting himself to UK funds, the British investor has a wider range of fund managers from which to pick a winner.

By being close to the scene of action, U.S. fund managers believe they have more feel for the factors affecting company performance and better access to information and contacts.

Most UK managers say that management from afar allows them to be more objective and immune to rumours. However, nearly all manage their UK equity funds from the City of London rather than from the Outer Hebrides or some other rumour-free location. Never-

FIVE YEARS
March 31 1979 to March 31 1984
United Services Gold Shares, Strategic Investments, Franklin Gold Fund, Fidelity Magellan Fund, Prospectus, Amer. Capital Fund, United Vanguard Fund, Lonham Capital Fund, Phoenix Stock, Lazard-Savoy Capital, Twentieth Century Select, Lindsell Fund, MEL Growth Fund, Mass Capital Development, Tanus Fund, Lindsell Fund for Income, St. Paul Growth, Phoenix Growth, Amer. Capital Growth, IDS Growth Fund, Fund of America, Tudor Fund, St. Paul Capital, Quasar Associates.

theless the managers of the best-performing unit trusts, such as GT U.S. and General Fund, Henderson American Fund, Henderson American and Framlington American and General, set the red carpet treatment when they visit Wall Street.

GT has a U.S. research office in California, while Fidelity taps the research base of its U.S. parent in Boston.

Apart from performance, another possible attraction of U.S. mutual funds over the 60 or so UK-based unit trusts investing in the U.S. is that their management charges can be lower. The regular annual charge, which averages 1 per cent in the UK, is almost the same in the U.S. after all the components are added together.

But in contrast to the almost universal 5.5 to 6 per cent entry charge to UK unit trusts, investors, which is reflected in the bid-offer spread, a large number of U.S. mutual funds impose no entry charges at all. These "no-load" mutual funds, however, require that you send

your money to them without going through a broker or investment adviser who charges a commission. If you feel more confident seeking the advice of a professional intermediary, you will either have to pay him a fee or go to a fund which pays commission and imposes an entry fee of normally 8.5 per cent.

The adjacent table shows the best performing U.S. mutual funds over the last five and 10 years and indicates which ones are "no load" funds.

There is, however, one possible difficulty confronting the UK investor using U.S. mutual funds—that posed by the taxman. Under the provisions in the current Finance Bill dealing with offshore funds, UK investors in mutual funds might be liable to pay income tax on all their returns from the funds, including capital gains, unless the mutual funds apply to the Inland Revenue for "distributor" status.

This would put them on an approximately equal footing with unit trusts.

But few mutual funds are likely to go to the trouble of arguing the toss with men in Somerset House. So it might be worth waiting to see how the matter is clarified either by Parliament or the Inland Revenue.

Another arguable drawback is that by investing in a mutual fund you are fully exposed to the fluctuations of the dollar. By contrast, unit trusts have the ability to hedge the dollar risk although few have been able to hedge successfully in recent years.

MORTGAGE MATCHER
Future for endowment policies

ERIC SHORT analyses a new contract

THE FUTURE of the low cost endowment as the standard method used by the majority of borrowers to repay their mortgages seems to be assured by the new contract announced this week by Scottish Equitable Life Assurance Society under the uninspiring name Mortgage Matcher.

The company has been able to reduce the monthly cost to the borrower of using the endowment method. The monthly payment under the normal low cost endowment has been pared back to the level of costs with the repayment method. But the method still offers borrowers the prospect of a substantial tax-free lump sum payment at the end of the mortgage period.

It was thought that the loss of Life Assurance Premium Relief in this year's Budget would result in borrowers going back to using the repayment method simply because the instalments were lower than with the endowment method.

Prior to the Budget, the introduction last year of the new method of crediting tax relief on mortgage interest payments has given low cost endowments the edge. Not only was it competitive on price, but it offered the potential bonus of a lump sum payment. Life companies and building societies enjoyed a bonanza last year selling low cost endowments to borrowers, old and new.

Since Eudget Day, several building societies, particularly the smaller ones, have been petering those life companies active in the mortgage market to repair the damage done by the Chancellor in withdrawing LAMP. The life offices have been asked to design a low cost endowment that is competitive on cost with the repayment method.

Scottish Equitable, which has not been a leader in this market, has met these requests with its Mortgage Matcher.

The low cost endowment is simply a with-profits contract with the premium pitched at such a level that the estimated maturity value on conservative bonus assumptions is sufficient to repay the mortgage.

The higher the bonus level assumed, the lower the premiums which need to be charged for a given mortgage amount.

The general level of bonus rate which building societies will accept is 80 per cent of the current annual reversionary bonus with no allowance for terminal bonuses paid when the policy matures.

As explained in a recent article, some building societies, including the Abbey National, now operate on 80 per cent of the estimated maturity value assuming the current bonus rate. Because of compound interest effects, this is slightly more favourable for terms of

Comparison of Monthly Mortgage Repayment Costs
man aged 29, paying basic rate tax, with a £25,000 mortgage over 25 years

Table comparing Repayment Method (Interest 10 1/2%) and Normal low cost endowment (Interest 10 1/2%) with Mortgage Matcher (Special low cost endowment, Interest 10 1/2%).

Mortgage Matcher — endowment premiums
Bonus rate 6.75 per cent compound, monthly premium £29.00

Table showing Rate cut to £4.60 after five years, new monthly premium £29.73; Rate cut to £4.50 after 10 years, new monthly premium £30.83; Rate cut to £4.40 after 15 years, new monthly premium £32.23.

ity that bonus rates will fall in the future. But it is felt that the terminal bonus and the 20 per cent margin on the reversionary bonus are sufficient to ensure that the endowment when it matures will pay off the mortgage.

But terminal bonuses have grown in size in recent years so that they now account for as much as one-third of the maturity value for some life companies. Those building societies seeking more competitive policies feel that the terminal bonus provides a sufficient margin and have asked life companies to assume the full 100 per cent current reversionary bonus rate in their calculations.

Scottish Equitable has answered the call of these societies and its Mortgage Matcher correspondsingly assumes 100 per cent of its current reversionary bonus. The effects are shown in table 1 with comparisons for the repayment method and with the company's normal low cost endowment which assumes 80 per cent of current bonus rates.

It now matches the repayment method on price, but there is

an important caveat. If Scottish Equitable cuts the reversionary bonus rate in future, then the endowment premium will be increased so that the eventual maturity value will cover the mortgage. The company has ensured that such increases will not affect the qualifying status of the contract and has spent several months clearing its new policy with the Inland Revenue.

Table 2 illustrates the effect on premiums of reductions in the reversionary bonus rates. The company points out that bonus rates would be reduced because interest rates had fallen, so that the borrowers overall would not be likely to be paying any more.

However, borrowers need to remember certain features in considering the Mortgage Matcher.

First, the building societies are assuming that if interest rates fall then life companies will first cut and even eliminate terminal bonuses before reducing reversionary bonus rates. While this is likely, it is by no means certain. There can be actuarial grounds when interest

rates fall for cutting reversionary bonuses and increasing terminal bonuses.

Secondly, low cost endowments should not be judged solely on price. Borrowers should look at the overall return and consider value for money in their comparisons.

Marjorie Bevan, Abbey's new plan, which is not available until mid-June, has been accepted by 15 building societies, including the Halifax, the Yorkshire and Gateway.

The other building societies and life companies will be watching closely to see whether the public takes enthusiastically to this new plan. For the time being, at least, Scottish Equitable will be offering both plans.

But there is a danger that the public will be misled and become confused. There is a strong case for the Building Societies Association to get together with the Life Offices Association and the Associated Scottish Life Offices to draw up a code of practice for low cost endowments covering bonus assumptions and quotations.

Bank Brussels Lambert
Banking and financial services for high achievers
Making a profit is the ultimate objective of any dynamic businessman. But it is not the only one! Personal achievement is also a driving force: improving efficiency, negotiating a contract, overtaking competitors, developing new markets, earning the confidence of customers. Since you seek personal achievement in business, Bank Brussels Lambert can help you by smoothing the way and removing many of the obstacles. Our international network radiates out of Brussels, headquarters of the European Common Market, and covers the world's key business and financial centers. Consequently we have both the size and locations to handle the full range of your commercial needs. Yet we are still small enough to be quick, flexible, responsive and personal. Because we know that banking is as much a matter of people as it is of money, let us put our experience and expertise at your disposal.

BBL Banking in New York
Our office in New York has been upgraded to the status of a full branch to provide you with first-class banking services. For further information, please contact: Pierre Heilporn - General Manager, Bank Brussels Lambert, 630 Fifth Avenue (Rockefeller Centre), Suite 2020 - New York, NY 10011-0020, Tel: (212) 489-7000, Telex: 689150

BBL Bank Brussels Lambert
BBL is also present in Spain, Great Britain, Italy, Singapore, Switzerland, France, Australia, Japan, etc...

This advertisement is issued in compliance with the Regulations of The Stock Exchange.
Nationwide Building Society
Placing of £15,000,000 11 per cent Bonds due 3rd June 1985
Listing for the bonds has been granted by the Council of The Stock Exchange. Particulars in relation to The Nationwide Building Society are available in the External Statistical Services. Copies of the placing Memorandum may be obtained from:
Fulton Packshaw Ltd., 34-40 Ludgate Hill, London EC4M 7JT
Laurie, Milbank & Co., Portland House, 72/73 Basinghall Street, London EC2V 8DP
Rowe & Pitman, City-Gate House, 39-45 Finsbury Square, London EC2A 3JA

Handwritten Arabic text: هكؤا صؤا القصل











HOW TO SPEND IT

by Lucia van der Post

For a nation of shopkeepers it is surprising how few of us really excel at it. This week we take a look at two stores which clearly aim to do just that.

WHAT'S IN STORE

AS SOMEONE who has featured in the pages of newspapers and magazines for some 25 years or more, Sir Terence Conran is remarkably sanguine about most of the charges laid at his door but if there is a phrase that makes those normally amiable features darken, it is the accusation that he is "trendy." Anyone who takes the trouble to visit the newly re-launched Heal's store in London's Tottenham Court Road, almost every detail of which has been overseen by Sir Terence himself ("retail is detail," he once told an American journalist) will see just how false the charge is.

Always a well-wisher of Heal's, he has long wanted to do something not just with the business but with the building as well. When the chance came he took it extremely seriously. Simplifying, editing, clarifying is what it has all been about. It is a return to everything that Heal's once stood for—Englishness, a calmness, quality and simplicity. It has nothing whatever to do with passing trends or modish fashionability though the Conran nose for the mood of the times is as sharp as ever. Nostalgia is in the air and Conran has caught it admirably.



Sir Terence Conran at this week's relaunching of Heal's seen with a limed oak dining table and chairs made to original Ambrose Heal designs

When the doors opened to reveal the new Heal's this week what we saw was a fine building opened up to let in light and air. There were lovely natural woods, creamy carpets, simplified and edited collections of most of the ranges that the store has always been known for. At once classy and classless, sophisticated yet simple, stylish yet unpretentious. It's as if one supremely confident eye had moved rigorously through the old Heal's unerringly removing the dross and revealing the true character beneath.

The new shop is all about building on the best of what was always there. The fine bedding, with its Royal Warrant, its hand-made springs, its traditional ticking covers, its name for quality, is still seen as being symbolic of all that Heal's will continue to be about.

A range of furniture has been specially created. Most distinctive of the collection is probably the new four-poster (shown photographed right) designed in the Ambrose Heal tradition which conveys perfectly the simplicity of line, the aura of quality, that is the hallmark of everything that Sir Terence is aiming for.

Besides the four-poster there is a group of exclusive furniture which is made in the workshops on the premises according to original designs by Ambrose Heal. There are charming console tables, a dressing-table and chest with small heart-shaped indentations serving as handles, rush-seated oak dining chairs and the wardrobe shown

sketched here. All in limed oak, prices are, alas, far above those Ambrose Heal was able to charge.

Most beguiling of the new departments seemed to me to be the bedding and bath sections—the one leading naturally into the other as happens in the most comfortable of houses. The bedding concentrates on a white on white collection of bedlinen designed by Sir Terence himself. Then there are 100 per cent cotton bath-towels from France, the Irish linen sheets and pillowcases, the old-established English names like Floris, Geo. F. Trumper and Dr Harris that all speak of fine quality, based on tradition.

In the accessories or stationery department there will also be a collection of treasured pearwood has been used to make string-boxes, pestles and mortar, tobacco jars and bowls. Kitchenware (food is a well-known Conran obsession) is displayed in clean shelving, in pared-down editions, but the air of potential asceticism is relieved by the sumptuous rows of food, much of it specially packaged. Again, Englishness and quality are the passwords—traditional baskets and trugs, pure Devon honey, traditional dark marmalade, chocolate-covered Bath Olivers.

It is, as you can see, in the pure Conran tradition—updated and upgraded. It is all of a piece with the taste of the man who showed us what visual pleasure there was to be derived from the simple lines of traditional below-stairs furniture, who devised the Conran-style that is now inextricably locked



Michael Daley

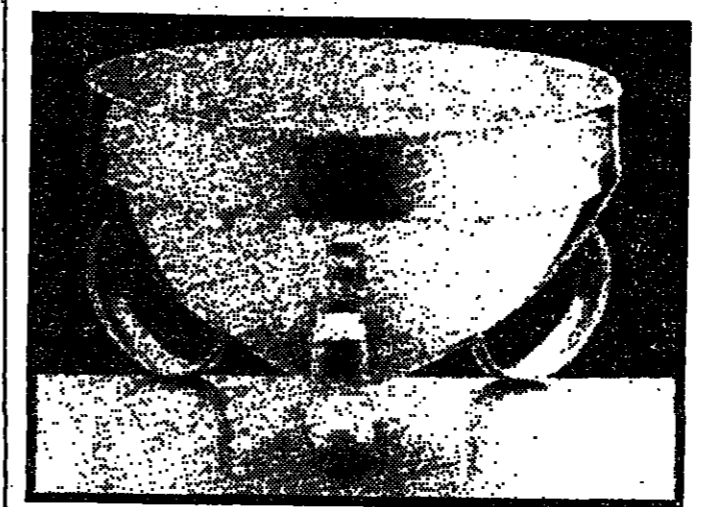
Made in the Heal's workshops to an original Ambrose Heal design, this two-door gentleman's wardrobe in limed oak is £1,195

into our national collective unconscious. It is the logical extension of Habitat, the answer to the question a thousand newspaper articles have posed—is there life after Habitat?

For those who don't live in London and who are wondering what on earth all this will mean for them, I would remind them that Habitat, too, began as a small London shop, way back in 1964. There are now 43 in this country alone and I'm ready to lay bets that it won't be long before another Conran chain begins to grow.

WITH nostalgia in the air, and Englishness all the rage, Liberty of Regent Street, London W1, seems well-placed for some bumper years. Of all the London department stores, it seems to be the one that projects a more real sense of its own identity, a more confident notion of what it is and is not about, than most

of its larger, more amorphous rivals. It is interesting that in the week that Sir Terence Conran relaunches Heal's, giving it new confidence and life by drawing on its distinguished past, that Liberty too should sponsor an exhibition which is a celebration of its roots and its links



Cymric silver bowl, from the exhibition of Art Nouveau furniture, ceramics, silver, pewter and jewellery at Liberty

with the arts and crafts movement. They are old rivals. Heal's style, a simpler, more countrified version of what Fiona McCarthy in her book *British Design Since 1850* describes as "the fanciful urbanities of Liberty's" was launched by Ambrose Heal in direct competition to "Stile Liberty."

The roads the two shops followed took different turns, with Heal's concentrating on simpler, more commercial designs and Liberty following the richer, more diverse visual pleasures of William Morris, C. F. Voysey et al.

Liberty Heritage — Liberty Style is the name of the current exhibition and while it is primarily a celebration of the roots and the tradition that gave Liberty such a rich visual heritage to draw on, it is also a commercial event, with almost everything on view for sale.

Most of the pieces date from the turn of the century, probably the heyday of true Liberty style. Liberty was one of the earliest companies to appreciate that it was a commercially sound idea to use fine designers to reinforce the Liberty image. The famous Tudric pewter and Cymric silver, many examples of which will be found at the exhibition, were prime examples of its acumen in commissioning professional designers like

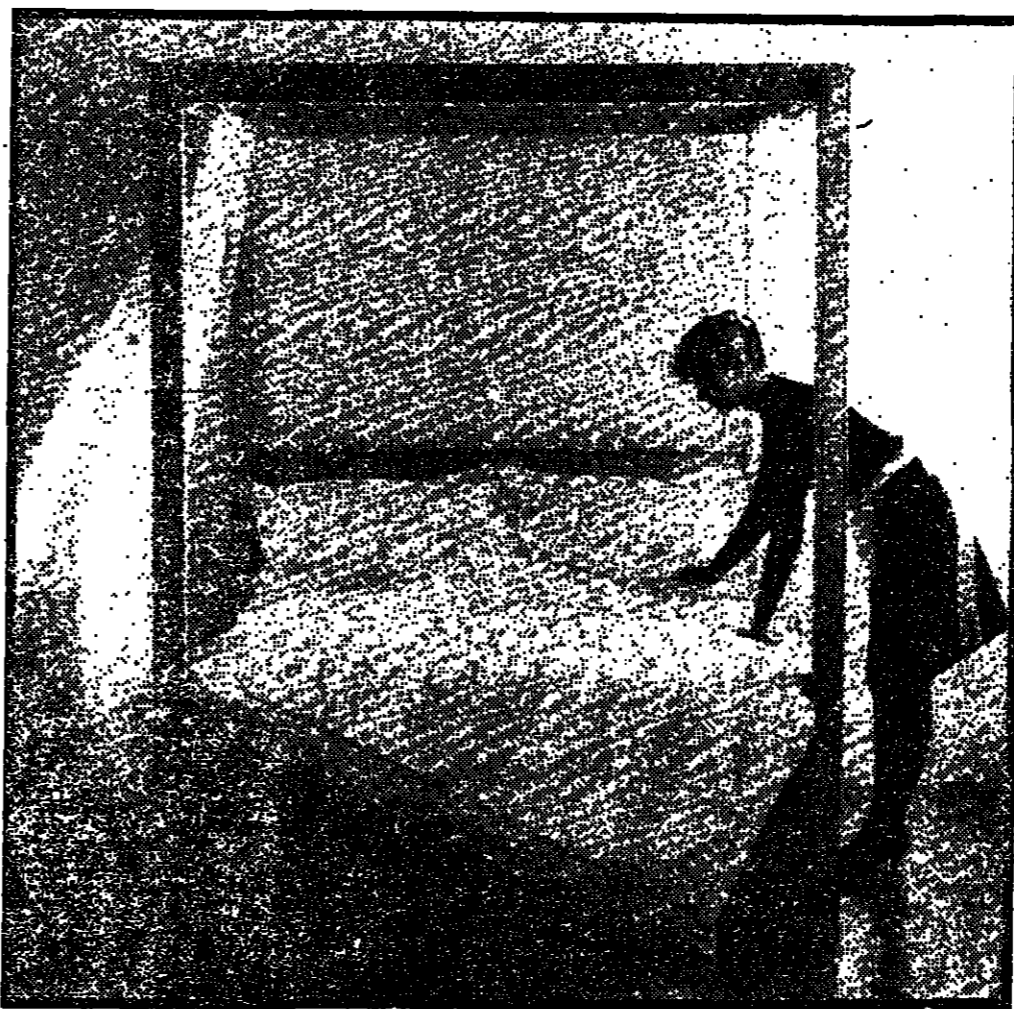
Archibald Knox and Rex Silver, to design commercial pieces with a consciously hand-made look.

Here you will see the famous stylised tea services and trays, coffee pots and mugs, teaspoons, napkin rings, candlesticks, boxes and clocks—all highly accessible to the modern eye used to the visual language of Art Nouveau. Though the pewter and silver will probably be the most sought-after, there is a large collection of jewellery with something like 70 silver buckles and waist clasps, most of rich and ornate design using richly coloured enamel and elaborate stylised silver borders.

If you haven't much to spend concentrate on the jewellery which is mainly between £70 and £100.

For true collectors that come with large cheque-books there is authentic furniture from the days of the arts and crafts movement. There are sturdy-made oak dressers, handsome sideboards, side tables and chairs. Those who are students of the period will recognise the names — works by M. H. Baillie Scott, J. S. Henry and Leonard Wyburd.

All in all it is an exhibition of great interest to anyone interested in our visual heritage and the ways and wherefores of the way things look today.



Four-poster bed in ash designed in the Ambrose Heal tradition for the new Heal's. £895 for the frame, £995 for the Kilclaire bedding

FINANCIAL TIMES FILM SERVICE

20 Supersize prints for £2.25  
Now 30% Bigger Than Ordinary Enprints

TOP QUALITY  
All prints will be borderless, Supersize Superprints, round cornered and hi-definition sheen.

FAST SERVICE  
On receipt of the films at the laboratory, all Kodachrome II 110, 126 & 35mm films will be processed in 48 hours. Other film makes and reprints can be processed but are not covered by the 48 hour guarantee and so take longer.

Please allow for variations in the postal service and the fact that there is no weekend working in the laboratory. Films should be returned in approximately 7-10 days.

Reprint prices are available on request. We do not accept C22, sub miniature, Minolta or black and white film.

COMPETITIVE PRICE  
Developing, postage and packing at 85p per film plus a printing charge of 7p per print.

No. of exposures	FTFS Price
12	£1.69
15	£1.90
20	£2.25
24	£2.53
36	£3.37

COLOUR PRINT FILM  
Top quality 24 exposure colour print film only £1.25 available in 110, 126 and 135 sizes.

Complete the coupon below and post to: Financial Times Film Service, PO Box 45, Taplow, Maidenhead, Berks SL6 0AG, Telephone: 0734 527979.

Note: While the utmost care is ever taken to ensure the safety of films delivered, we regret that no liability can be accepted for any losses resulting from the loss or damage to any films.

Registered Office: 3 Ludwell Park Drive, Maidenhead, Berks.

Please enclose cheque/P.O. made payable to "Financial Times Film Service" and post with film and coupon in a strong envelope to:

Financial Times Film Service, P.O. Box 45, Taplow, Maidenhead, Berks SL6 0AG.

Film Type	No. Reqd.
110/24	
126/24	
135/24	

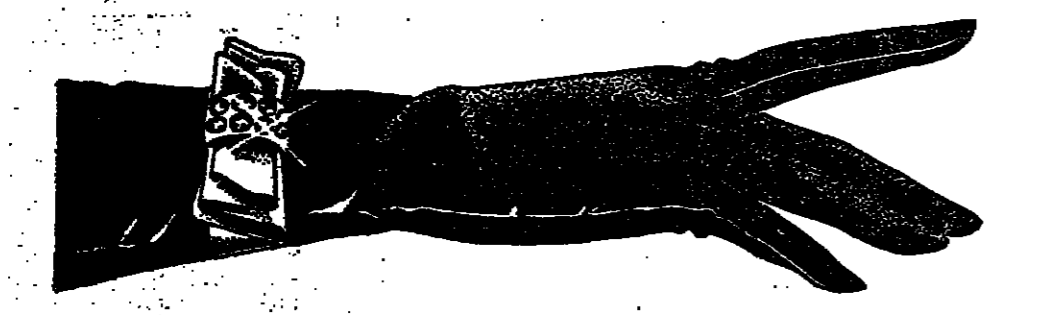
If colour print film required please indicate quantity and acid cost to order

If Ordinary Enprints required please tick box

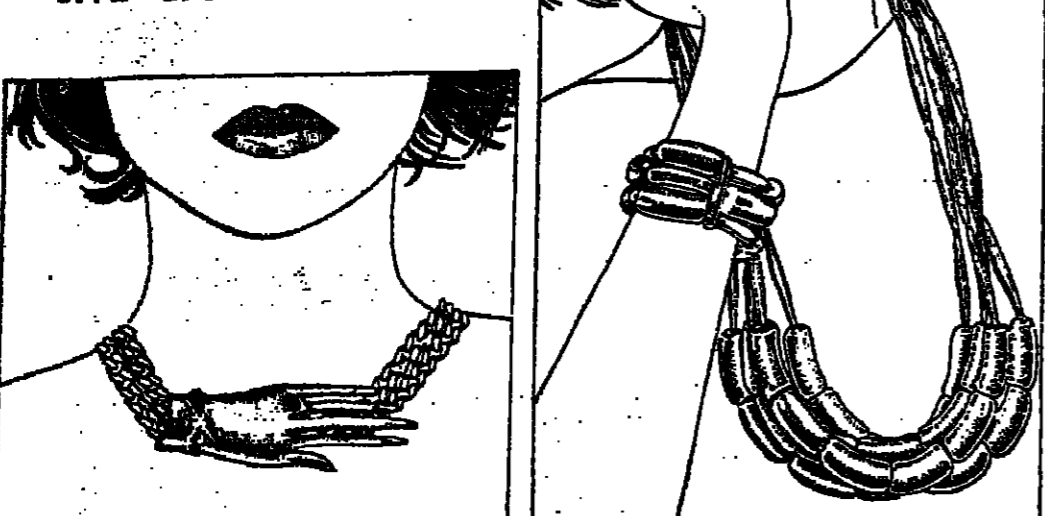
NAME \_\_\_\_\_

ADDRESS \_\_\_\_\_

This offer is only applicable to readers of the Financial Times within the UK. We process on the basis that the film value does not exceed material cost and our liability is therefore limited to that amount. Offer valid to 31.12.84. Minimum charge 55p. Registered in England No. 1007230.

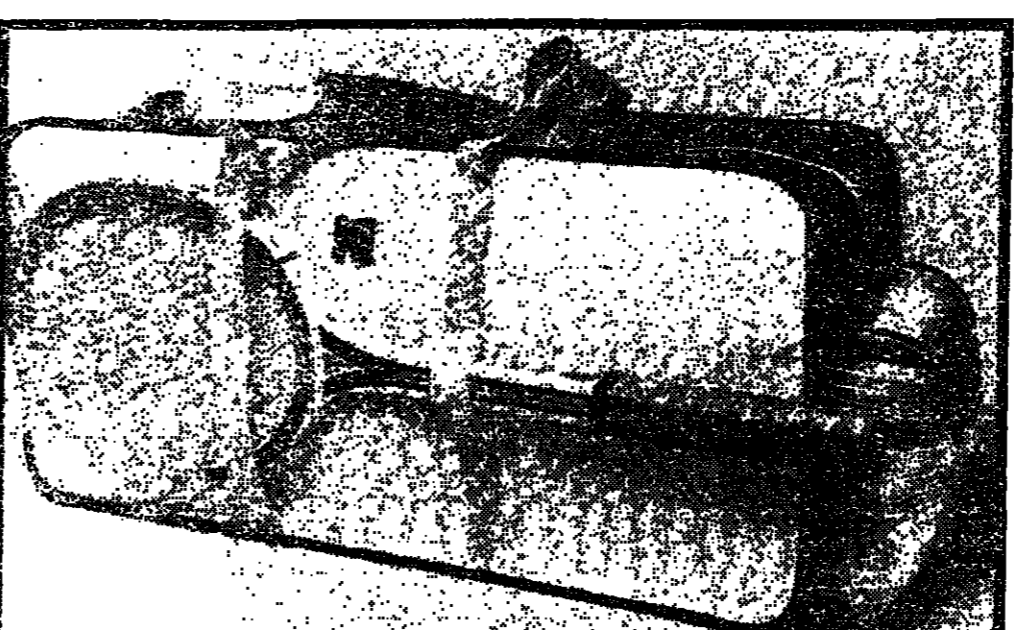


Rocks around the clock



HERE in Britain we've always been somewhat behind our continental cousins when it comes to costume jewellery. If it were real jewellery you were after or you had developed a taste for fine modern art or craft jewellery then we've been spoilt for choice but the mid-way, the fun, not too expensive, not too cheap costume jewellery

Christophers Place, London W1, which aims to put all that right. Started by two girls, Anzie Cooper and Pauline Liss, both of whom love jewellery and had always wondered why they could never buy the sort of boutique pieces they'd seen abroad, Rocks sells a whole range of decidedly striking numbers. Materials range



Bags of character

IN AN age when the most sought-after luggage seems to be old, battered and distinctly on the shabby side, it is hard for the newer lines to make much of a splash. However, a new collection launched last week in Britain seems to me to have the sort of personality to mount something of a challenge.

From a new French designer house called Ki of Paris, the whole collection (some 22 different styles in five different colours) is made from pvc, which is tough and easy to clean.

All the designs seem to have been exceedingly well thought-out—for instance, the tennis bag, shown photographed above, not only has the obvious pocket to hold

the bag there are four inner pockets enabling things like socks, shoes, towels, hairbands and the other paraphernalia to be kept in tolerable order.

The tennis bag is £48 if in beige and tan with leather trim and handles while the slightly cheaper version, in pure pvc in red and white or blue and white is about £44.

Also in the range is a splendid collection of French-style satchels, in the same colourways. For the photographic enthusiast there is a Ki bag which boasts plenty of pockets for holding film, lenses and the like but which would also double usefully, as a vanity case or straightforward travel bag.

The range is so new in this

it will be in stores all over the country but for the moment all the range can be bought by mail from Ki of Paris, 19 Bucklersbury, Hitchin, Herts, where there is a retail shop as well as the headquarters. It is also the address to write to for stockist information.

WIMBLEDON '84

How would you like to entertain in your own private Marquee or at your Marquee table during the Wimbledon Tennis Championships?

The Marquees are situated just a 5-minute walk from Centre Court. You can park nearby.

A Champagne reception awaits you at 11 o'clock. Lunch is served! 5 lavish courses, with wines, Port and Cognac. Then the short stroll to your reserved Centre Court seat. Return to the Marquee for the strawberries and cream tea.

Daily prices range from £166.00 per person but please contact us for details.



LEISURE

William St Clair on the perennial appeal of Defoe's classic Handy volume for a desert island

FOR ANYONE interested in the diffusion of ideas, the Life and Strange Surprising Adventures of Robinson Crusoe of York, Mariner, written by himself, makes a classic study...

The growth of literacy. Scarcely regarded as books, they were seldom collected at the time they were published...

was his mother's maiden name.) But in the flood of imitations Crusoe was seldom attempted...

translated into English in 1814 as the Family Robinson Crusoe soon to be renamed Swiss Family Robinson...

Over 14,000 variations have been counted in the first eight authorised editions, and the publishers, like Crusoe, suffered much at the hands of pirates...

Abridgements understandably concentrated on the episode on the desert island, discarding the other adventures... They were also strongly attracted to the engraved illustration of Crusoe dressed in goatskins...

But, as the German educationist Campe pointed out, Robinson Crusoe was not really consigned to a state of nature. From the wreck of the ship he saved a vast stock of capital equipment, tools, stores, and weapons...

When a copy of Robinson Crusoe is discovered amongst the stores recovered from the wreck, the Swiss family is overjoyed, and its merits are lovingly explained...

Seems a pity some are just for eggs



Victorian silver receptacle for gentefolk's eggs.

IT IS ALWAYS good news when someone finds something different to collect. Of course people may have been collecting egg-cups in distant obscurity for years...

When Spring turns into Summer

BY NOW danger of hard or prolonged frosts is over except in the coldest parts of Britain and so it is safe to put out of doors all those half hardy plants...

GARDENING

ARTHUR HELLYER



Pelargonium zonale

The vegetables that should be planted outdoors now are tomatoes, vegetable marrows, ridge cumber and sweet corn. All like sunny places but the vegetable marrows will put up with shade better than any of the others...

SPORT

John Barratt on the form for the forthcoming tennis championships McEnroe will be hard to beat



1983 WAS an unusual year in that each of the four Grand Slam championships was won by a different man. Noah in Paris, McEnroe at Wimbledon, Connors in New York and Wilander in Melbourne...

After a successful but exhausting 1983 which was extended by Davis Cup duty in Australia after Christmas, Wilander took a lengthy break and is finding on his return that everyone else is match fit. He is discovering just how tough life is at the top...

It has been fascinating to watch the game's evolutionary process at work as talented newcomers begin to realise that they are the equals of the top players...

There is really no reason why McEnroe cannot win in Paris. Last year was going well until his concentration snapped during his quarter final against Wilander...

That Wilander himself should have been humbled in the German final by Jürgen Aschauer, a 23-year-old German, is a real surprise...

Penatta played to it, wide and short, to open up the more vulnerable backhand corner. Jimmy went off to Düsseldorf licking his wounds and determined to do better in Paris...

Another meeting of David and Goliath

TREVOR BAILEY had been annihilated by Australia. Putting the difficulties of England's new captain still further into perspective is the fact that the last Test England won against the West Indies in this country was back in 1969...

Will they be rid of the tannin?

Edmund Penning-Rossell continues his review of some recent claret tastings. THE 1975 TASTING was a spectacular affair organised by the club's two days earlier...

Pierre, Léoville-Las-Cases and Priqure-Lichine. The second session, St-Estèphe and Pauillac, indicated to me that generally these were more successful than the previous range...

HIGH STREET WINES

THE CROYDON FIRM of J. T. Davison, whose 85 shops trade under the name of Davison's, is founded in 1875 as public-house owners, but only moved to wine just after the last world war...

slightly sweet nose, and something of the flavour of the warm Midi wines, but also a touch of class that suggests something in the blend from further north, possibly Bordeaux. Good value for off-peak drinking.

GARDEN FURNITURE Hand crafted exclusively in solid elm for durability and rugged good looks. COUNTRYWIDE DELIVERY.

Pampette Rouge (£1.87). The firm's house red from the





Handwritten note: 50 years of opera

FINANCIAL SERVICES REVOLUTION

High Street stores cash in

By Ray Maughan in London and William Hall in New York

LIFE assurance under the same roof as household linens, estate agents' sharing floor space with electronic goods...

This week House of Fraser, whose best-known store is Harrods, announced that it would be forming a joint company with Allied Hambro...

Customers will be offered Allied Hambro's range of insurance, investment, tax, pensions and savings products...

Also in July Debenhams, whose stores include Harvey Nichols and Hamleys, will be offering cut-price estate agency services...

The big specialist high street stores are also moving in this direction. Great Universal Stores, which takes in the Scotch House, Rector Powe and Lines Furnishing...

Why the interest now? To a large extent it is due to the general blurring of distinctions between financial service companies...

The stores' move parallels trends which have already appeared in America, where



Sears Roebuck, the major retailing group which controls Dean Witter Reynolds, a leading Wall Street brokerage house...

In many respects the move into financial services is a logical development for the stores from their credit card operations...

Most of the major department stores and high street multiples have developed credit card businesses (U.S. and Marks & Spencer, however, are only now starting to introduce them)...

The cards are designed primarily to get customers to spend more. But the vetting procedures give the stores information about their customers which is useful for target marketing...

For example, insurance companies have paid Sears, which owns Selfridges and the main Lewis department stores, to mail-shot its 120,000 account holders...

Sears biggest strength is its matchment area. More than one in three households, or 39m families, in the U.S. shop regularly at Sears...

Sears has the machinery in place. Aside from Allstate Insurance and Sears Savings Bank, it owns Dean Witter, the fifth biggest brokerage firm...

Allstate, Dean Witter, Coldwell Banker and Sears Savings Bank have over 3,000 independent offices of their own but Sears has put its plan to expand into the financial services industry into overdrive...

Just yesterday, Sears announced that it would open 15 more in-store financial centres on Monday bringing the total to date to 194.

Sears estimates that 11.2m of its 40m credit card holders have annual household incomes of over \$36,000 but that only 3.4m have brokerage accounts...

Sears says that the number of new brokerage accounts opened per account executive has been 3.5 times more than in the case in an independent Dean Witter office...

Sears, America's biggest retailer, is no newcomer to the U.S. consumer financial services industry. In 1911 it began offering instalment credit on major appliances...

Meanwhile U.S. bankers have coined a wicked advertising slogan for Sears financial adventures: "If you lose your shirt, we'll sell you another."

EVERY night at Glyndebourne is something of an occasion but on Monday the glamour of it all will reach epic proportions...

The guests will concentrate on Glyndebourne's musical achievements, but just as worthy of congratulation will be its commercial success...

Glyndebourne's confident survival owes much to the fact that it has remained a family affair in that it was started by John Christie in his home and his son, George, has maintained the tradition...

But although Glyndebourne starts this season with every ticket sold it does not take its financial stability for granted. A decade ago it was having to make "two for the price of one" offers...

Ten years ago the box office contributed 80 per cent of Glyndebourne's revenue. After the recession it was budgeted to provide 65 per cent, still far in excess of any comparable operatic enterprise...

Christie is much alive to the charges of elitism about Glyndebourne. He points out that the top ticket price this year of £28 can be less expensive than Covent Garden (although only £30,000 this year for its annual autumn tour)...

50 years of opera Glyndebourne's miraculous marriage

By Antony Thorncroft



Faith Esham and Isabel Buchanan in The Marriage of Figaro; they will be repeating their roles this season

For this reason, corporate members are limited this year to eight tickets a performance on top of an overall limit. Even so when the 5,000 individual friends (annual cost £35) are added in the two groups take up 84 per cent of all available tickets...

Christie is much alive to the charges of elitism about Glyndebourne. He points out that the top ticket price this year of £28 can be less expensive than Covent Garden (although only £30,000 this year for its annual autumn tour)...

Christie started to tour in 1968 partly because, "I thought we should have another string to our bow" and visiting provincial cities brings Glyndebourne to the people...

bourne to the people, and partly to give younger singers who might have acted as understudies during the summer experience in major roles...

The achievement of Glyndebourne is that it maintains its integrity while being extremely attractive to sponsors. As well as the corporate members it has little difficulty in finding backers for its new productions...

The goodwill that Glyndebourne generates has enabled it to reach its anniversary appeal of £50,000 towards back stage improvements. Through its touring, its insistence on performing new and less popular works...

Glyndebourne now has a turnover approaching £2m. If George Christie is busy bringing in the money general administrator Brian Dickie does the spending...

The triumph of Glyndebourne, is that it is still dominated by musical values, and its financial stability and effective management seem to be an almost inevitable consequence of a striving for perfection...

The price of driving in a motorist's paradise

What can be done, to halt the carnage on the roads of West Germany? The country, everyone knows from motorist correspondents testing a few jetspeed models to holiday-makers migrating to Southern Europe, is one of the last automobile paradises on earth...

But the price is horribly high. Last year, for example, 1,700 people died here in car accidents, and almost half a million were injured, many of them permanently. True, the figures had been improving a bit until 1983, but West Germany still is one of the worst death and accident rates in Europe.

It may seem odd, but although all German cars must be fitted with front seat belts—and a good number with rear ones—also it is not compulsory to wear them. The Government has spent a fortune on an advertising campaign exhorting drivers to "belt up" but to small avail.

Weekend Brief

Contributors: Rupert Cornwell, Davide Fishlock, Gay Firth

In built-up areas less than half of drivers wear them and the figure is falling. True, on motorways 81 per cent of drivers fasten their belts—but that is understandable, given that to venture into the fast lane is to risk the impatient wrath of a tide of Mercedes, Porsches, Opels, Audis and BMWs whistling past at 160 km an hour or more.

It has long been argued, of course, that to impose a maximum speed limit would do more than anything to cut road deaths. But Herr Dollinger, like all his predecessors, has not dared challenge the sacrosanct freedom of Germans to drive as fast as they like.

In the wake of the 1973 oil crisis, a "recommended limit" of 130 km was brought in. Today, though, it is honoured purely in the breach, whatever the death toll and the damage done to the environment by atmospheric pollution from car fumes...

Herr Dollinger can do little more than acknowledge these facts of motoring life and plead with the car companies to play down the emphasis on speed and equip their models with beepers and flashing lights to remind drivers to fasten their belts. But the signs are that "moral suasion" will fail as before—and that taking to the roads in West Germany will be the adventure of always.

Unicorns, spinach and pills from the doctor's casebook

THE WEIRDEST tale in Mould's Medical Anecdotes, a new volume of whacky stories from science publisher Adam Hilger, tells of a couple of Russians who believed that the author had inside knowledge of the evil effects of nuclear radiation...

While in a Moscow hotel on a lecture tour he had visitors who pinned him to the wall and accused him of currency transgressions involving an official of the State Committee of Utilisation of Atomic Energy who had acted as Mould's minder on previous visits...

It was not to be. Next day one of the Russians, calling as "your friend Tommy," invited Mould to dine. It transpired that Tommy and Yur had really wanted to discuss a pill given to radiation workers in power stations which negates any effects of the radiation they receive.

There is of course no such pill given to Britain's 140,000 radiation workers. If there were it could hardly be a great secret. The only explanation Mould can offer is that he once was involved in the trial of a drug designed to increase the sensitivity of malignant cells to radiation which might therefore help the radiation treatment of cancer.

Such errors and misperceptions are the stuff of many of his medical stories, such as the idea foisted on several generations of children that the really spinach gives Popeye his strength. The chemist who assayed spinach in the 1890s credited it with ten times as much iron as it really contained—no more than cabbage or sprouts...

The single horn of that fabulous beast the unicorn has a much longer tradition than spinach as a specific for both natural and man-made ills. For hundreds of years it was believed to ward off poison. The horns sweated or caused the liquid to boil if poison was present. If this failed to happen but the victim died, it was natural causes, or the horn was insufficiently fresh.

Rare as unicorns evidently always were, their horns were not scarce, merely expensive. The efficacy was not doubted. By the 16th century travellers used the horn much as we use inoculation today, to ward off everything from smallpox to impotence.

Five thousand titles—and a bed side read

like The Koran, sit comfortably between, for example, George Orwell's The Lower and Michael Korda's Looking for the Next and The Odyssey you will find them under "Homer" in big type, his translators printed properly subseq.

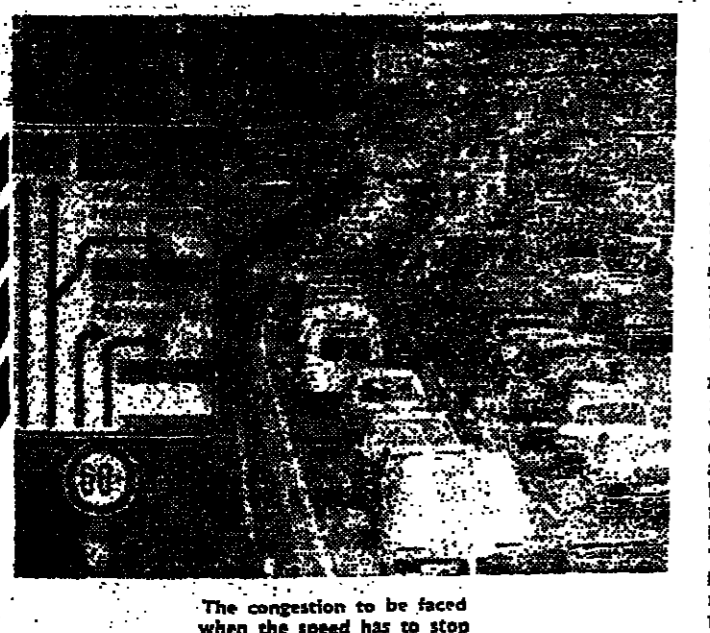
The response so far has been somewhat more than enthusiastic: the UK up-take is over 300,000 copies already. Penguin's agents in Holland sold their entire order, 33,000 copies, into Dutch bookshops in a few days. The World of Penguin spins from Iceland to New Zealand, and Penguin Books is beginning rather anxiously to mull over the prospects and expense of updating a catalogue which, though all titles here are in print with new titles listed up to June this year, will go out of date very fast.

But it makes a good curtain-raiser to Penguin's Golden Jubilee next year. In July, 1935, a flight of penguins across the paces of the trade press heralded the launch of 11 paperbacks, each priced sixpence, which were to delight the public, confound the book market, and start a social revolution.

So strong is the public craving for cures and publicists that even the medical profession is not immune from the con man. The British Medical Journal fell for one in 1916, when it published the work of Sgt. James Shearer of the Royal Army Medical Corps. He anticipated the brain scanner by half a century in describing how he had taken pictures that showed gunshot wounds inside the skull where X-rays could not penetrate. "Shearer's Delinometer," as he called it, even had the blessing of the Army's Director-General of Medical Services.

But he pressed his luck beyond the boundaries of health care to the point of claiming that his Delinometer could identify enemy aircraft at night. Army intelligence questioned that claim and the inventive sergeant was rewarded with a court martial.

New Zealand, and Penguin Books is beginning rather anxiously to mull over the prospects and expense of updating a catalogue which, though all titles here are in print with new titles listed up to June this year, will go out of date very fast.



The congestion to be faced when the speed has to stop

OVE OVER. Habitat. Out of the way, Laura Ashley. At a price believed to be the highest ever committed by a single publisher to a single project, Penguin Books have had the eye as well as the common sense to take on not only Penguin's first ever colour-illustrated, all-singing, all-dancing catalogue of books published under every Penguin print, both hardback and paperback.

The World of Penguin, itself a 44-page paperback, has a cover price of £1. It costs £4,000 on a first print-run of over 400,000 copies, to launch it. Once the total invoice value of the publication has been deducted, Penguin stands exposed to the tune of £200,000. The aim, of course, is not just to market a catalogue which, for paperback readers and writers alike, makes a wonderful bedside read and a weighty shopping list, but also to generate more sales of Penguin titles through book shops, where catalogue-clippers can place orders not immediately in stock.

Five thousand titles are listed here, from Adventure Sports to Zoology, Kingsley Amis to Emile Zola. The Buildings of England, to Picture Puffins. Authors, are, in, A-Z listings; mini-features on particular authors, subjects, and categories of book refer you to particular lists of titles. Anonymous works



BUILDING SOCIETY RATES

Table with columns: Share, Subst'n, Divs, % Divs, % Others, % Seven Day Account. Lists various building societies and their rates.

All these rates are, after basic rate tax-liability has been settled, on behalf of the investor.



UK COMPANIES

RESULTS DUE NEXT WEEK

Allied Lyons produced a very good showing in the first half of 1984, with an increase in pre-tax profits of 22 per cent. For the full year results, due on Tuesday, the market's expectations are more modest. This is not necessarily evidence of a slow-down; the first half benefited from company-wide cost-cutting...

FINAL DIVIDENDS

Table listing final dividends for various companies such as Allied Lyons, Anglo Saxon, and Anglo American.

COMPANY NEWS IN BRIEF

Transport Development Group's 70 per cent owned Australian subsidiary reports pre-tax profits substantially higher at A\$1.35m compared with A\$650,000 for the six months to March 31, 1984...

INTERNATIONAL COMPANIES and FINANCE

Nixdorf preference share issue to raise DM 555m

BY JOHN DAVIES IN PADERBORN NIXDORF, the West German data processing company is raising DM 555.6m (\$202m) in cash for further expansion as a result of its stock market launch and associated capital increases...

Bank rescue plan for Towner

BY WILLIAM HALL IN NEW YORK FIVE U.S. BANKS led by Marine Midland could end up owning up to 20 per cent of the Houston-based Towner Petroleum, headed by former Mothercare boss Selim Zilkha...

Lufthansa lifts payout after sharp recovery

BY Rupert Cornwell in Bonn LUFTHANSA, the West German flag carrier airline, yesterday reported a strong growth in net profit for 1983, along with a dramatic turnaround in its operating performance...

Mitsubishi registers 11.4% net profit gain

BY ROBERT COTTELL IN TOKYO MITSUBISHI Corporation, Japan's largest general company, reported parent company net profits of ¥30.3bn (\$88.2m) for the year to March 31, an increase of 11.4 per cent over the previous year's ¥27.2bn...

Parent company results for nine leading trading companies for the year to March 31, 1984

Table comparing net profit, sales, and share price for companies like Mitsubishi, Sanwa, and Daiwa.

Toray Industries ahead

BY OUR TOKYO CORRESPONDENT TORAY INDUSTRIES, Japan's largest manufacturer of synthetic fibres, yesterday reported parent company net profits of ¥15.82bn (\$67.8m) for the year to March 31...

Japan's electronics groups show growth

BY YOKO SHIBATA IN TOKYO A BROAD ADVANCE in sales and profits has been reported by Japan's leading electronics and electrical concerns. NEC Corporation, Fujitsu, Toshiba and Mitsubishi Electric...

Aegon boosts earnings by 27% in opening quarter

BY OUR FINANCIAL STAFF AEGON, the Dutch insurance group formed recently by the merger of AGO and Ennia, reports a 27 per cent increase in net profits for the first quarter of 1984...

JAPANESE RESULTS

Summary table of Japanese corporate results including companies like Daiwa, Sanwa, and Daiichi Kangyo Bank.

ECONOMIC DIARY

TOMORROW: Co-operative Congress opens. Blackpool (until May 29). Mr. Neil Kinnock, Opposition leader, speaks at Eurofest concert...

Garnar Booth Plc Tanners & Leather Manufacturers

Advertisement for Garnar Booth Plc featuring 'Year of outstanding achievement' and financial highlights from 1984 and 1983.

Granville & Co. Limited

Table showing over-the-counter market data for various companies and their share prices.

FINANCIAL TIMES

Advertisement for Financial Times services, including subscription information and contact details for various offices.

BARCLAYS BANK

Advertisement for Barclays Bank Prime Account, offering 9.04% APR.

MONTAGU

Advertisement for Montagu Building Society, offering 8.75% nominal APR.

MGM ASSURANCE

Advertisement for MGM Assurance Mutual Life Assurance Society.

WORLD STOCK MARKETS

NEW YORK

Table of New York stock market data including DOW JONES, Standard and Poors, and NYSE All Common indices for May 24 and 25, 1984.

STOCK

Table listing various New York stocks such as Am. Express, Am. Telephone, and Am. Supermarket, with their respective prices and changes.

STOCK

Table listing various New York stocks including Am. Supermarket, Am. Telephone, and Am. Express, with their respective prices and changes.

STOCK

Table listing various New York stocks including Am. Supermarket, Am. Telephone, and Am. Express, with their respective prices and changes.

WALL STREET

Minor revival of interest
AFTER OPENING lower, Wall Street stock prices turned mixed yesterday, when Blue Chip issues and Banking stocks saw a minor revival of interest, attempting to break a six-day market decline.

CANADA
Prices edged higher at mid-session with Golds providing most of the impetus. The Toronto Composite Index was up 1.6 at 2,189.4.

GERMANY
Leading West German Bank shares came under heavy selling pressure as Thursday's rumours over the U.S. Banking system spilled over here, with some of Germany's biggest banks shedding about DM 10.

HONG KONG
After a strong opening, reports that top Chinese leader Deng Xiaoping said that China will station troops in Hong Kong after 1997, turned the share market around Friday, sending it sharply lower in moderately active trading.

AMSTERDAM
Sharply lower over a broad front in line with Thursday's Wall Street close. The Financial sector was weakest on worries over the international financial situation.

MILAN
Deterioration in the Gulf war situation led to a tightening of investor portfolios with downward pressure on stocks. Bonds sector showed no significant price changes.

SWITZERLAND
Domestic stock prices fell over a broad front in line with the London trading amid rumours concerning U.S. Banks problems.

Table of international stock market data including Canada, Germany, Norway, Australia, Japan, Austria, Belgium/Luxembourg, Denmark, France, Italy, Netherlands, Switzerland, and South Africa.

Table of international stock market data including Hong Kong, Singapore, and various regional indices.

Table of international stock market data including various regional indices and company-specific data.

NOTES - Prices on this page are quoted on the London exchange and are last traded in the London market. Excludes dividends and ex-accrual shares. Ex-accrual shares are marked with an asterisk.

Companies and Markets

CURRENCIES, MONEY and CAPITAL MARKETS

FOREIGN EXCHANGES

Dollar erratic

The dollar closed down from Thursday's closing levels in London yesterday but up from lows touched in New York...

OTHER CURRENCIES

Table listing exchange rates for various currencies including Argentina, Australia, Brazil, Canada, etc.

EXCHANGE CROSS RATES

Table showing cross rates between major currencies like Pound Sterling, U.S. Dollar, Deutsche Mark, etc.

weighted index slipped to 130.9 from 131.8. Sterling was weaker overall...

THE POUND SPOT AND FORWARD

Table showing pound spot and forward rates for various maturities.

THE DOLLAR SPOT AND FORWARD

Table showing dollar spot and forward rates for various maturities.

Nervous trading

Interest rates continued to rise in London yesterday. The possibility of troubles in the U.S. banking system...

UK clearing banks base lend rate 9.91 per cent

compared with 9.12 per cent. Trading was extremely nervous with most paper rates allocated a wide spread...

LONDON MONEY RATES

Table showing London money rates for various terms like overnight, 2 days, 7 days, etc.

Discount Houses Deposit and Bill Rates

Table showing discount houses deposit and bill rates.

FT LONDON INTERBANK FIXING

Table showing interbank fixing rates for various currencies.

EURO-CURRENCY INTEREST RATES (Market closing rates)

Table showing Euro-currency interest rates for various currencies and maturities.

COMMODITIES AND AGRICULTURE

WEEKLY PRICE CHANGES

REVIEW OF THE WEEK

Table showing weekly price changes for various commodities like metals, grains, oil, etc.

Oil and banking fears boost metal markets

which it was rumored may be the first step by producers in general to rescind some of the recent production increases...

AMERICAN MARKETS

NEW YORK, May 25. Precious metals were strong on a bullish reaction to the Federal Reserve...

INDICES

FINANCIAL TIMES

1810.6 1719.9 307.09 276.60

REUTERS

3020.2 3012.5 3001.3 1826.6

MOODY'S

1079.5 1078.9 1071.2 1060.5

DOV JONES

141.04 141.99 140.52 146.32

LONDON OIL

GAS OIL FUTURES

The sea oil market opened at the highs on the news that Iraq claimed to have made further attacks near Kuwait...

SPOT PRICES

Arabian Light 28.20-28.45 +0.02

CRUDE OIL - FOB (per barrel)

Arabian Light 28.20-28.45 +0.02

PRODUCTS - North West Europe

Premium gasoline 28.85

GOLD MARKETS

Gold staged its biggest one day rise since November last year in the London bullion market yesterday...

LONDON FUTURES

Gold Bullion (fine ounces)

Close 2876.25

Gold and Platinum (fine ounces)

Close 2876.25

Gold and Platinum (fine ounces)

Close 2876.25

Gold and Platinum (fine ounces)

Close 2876.25

Gold and Platinum (fine ounces)

Close 2876.25

Gold and Platinum (fine ounces)

Close 2876.25

Gold and Platinum (fine ounces)

Close 2876.25

BASE METALS

COPPER

Amalgamated Metal Trading reported that in the morning the High Grade Copper...

NICKEL

Nickel-Morning: Three months 1250.00

COPPER OFFICIAL

High Grade 1037.5-11.5

SILVER

Silver was fixed 12.85p on ounce high grade spot delivery in the London bullion market yesterday at 961.25p...

TIN

Three-Morning: Standard: Cash 8905

LEAD

Lead-Morning: Cash 227.50

COCOA

COCOA Yesterday's Business Done

POTATOES

Potatoes Yesterday's Previous Business Done

COFFEE

COFFEE Yesterday's Business Done

SOYABEAN MEAL

SOYABEAN MEAL Yesterday's Business Done

ALUMINIUM

ALUMINIUM Yesterday's Business Done

ZINC

ZINC-Morning: Cash 790.00

ALUMINIUM

ALUMINIUM Yesterday's Business Done

ZINC

ZINC-Morning: Cash 790.00

ALUMINIUM

ALUMINIUM Yesterday's Business Done

ZINC

ZINC-Morning: Cash 790.00

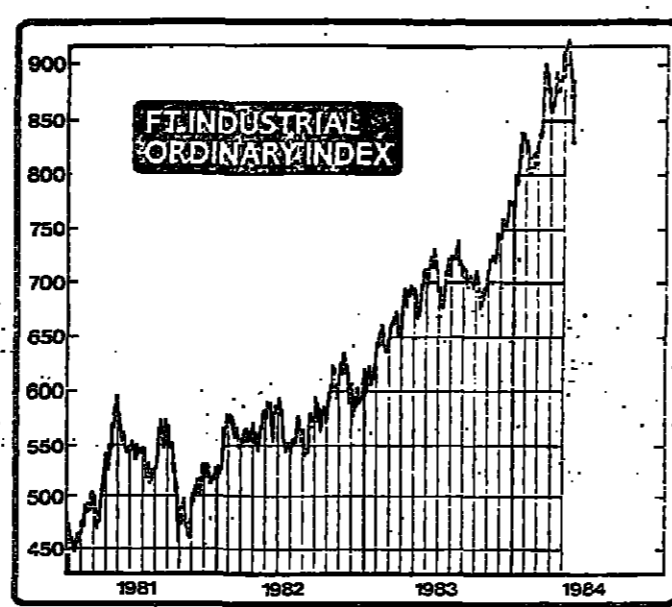
LONDON STOCK EXCHANGE

MARKET REPORT

Modest rally in stock markets leaves index up 1.5 at 827.9 but down record 46.5 on the week

Account Dealing Dates
Option
\*First Declara- Last Account
Dealings Days Dealings Day

rise in base lending rates. However, quotations later drifted lower again awaiting Wall Street's opening and NatWest ended a further 12 lower and 60 down on the week at 588p.



after 27p, while British Home hardened a couple of pence to 200p. The old firm feature emerged in secondary Stores, L.D. and S. Rivlin met small buyers and added 5 to 106p, while hopes of impending news of the recent bid approach stimulated renewed support of Waring and Gillow which rose a similar amount to 128p.

Comment on the preliminary results and the Board's denial of British Aerospace hid intentions, prompted a good rally in Plessey and induced firmness in other Electrical leaders. Plessey GEC improved 4 to 168p and BICC hardened a couple of pence to 255p.

comment on the preliminary results and the Board's denial of British Aerospace hid intentions, prompted a good rally in Plessey and induced firmness in other Electrical leaders. Plessey GEC improved 4 to 168p and BICC hardened a couple of pence to 255p.

retreating market this week on fears that the miners' dispute will endanger the UK's economic recovery. Engineering issues remained in the doldrums, apart from Hawker which rose 7 to 428p, after 430p, on the annual

ants gave up 5 fresh to 40p, after 32p. Gomme declined 3 to 27p following comment on the interim figures. Against the trend, Booker McConnell continued to reflect takeover hopes with a fresh improvement of 4 to 125p.

At Leisure issues, Pleasurama came on offer and fell 19 to 305p, while Adam Leisure lost 5 to a 194p low of 22p after the poor interim figures. Television issues were dull on lack of support. LWT 'A' shed 10 to 233p and RWT 'A' to 250p. Tyne Tees lost 10 to 150p on the chairman's cautious statement that accompanied the interim figures.

Otherwise lacklustre Publishers provided an isolated firm spot in Fleet Holdings which attracted "call" option business and advanced 6 to 155p amid strong rumours that Mr Robert Holmes à Court has increased his stake in the company. Elsewhere, Bernrose remained unsettled by the chairman's proposal to attract "call" option business and advanced 6 to 155p amid strong rumours that Mr Robert Holmes à Court has increased his stake in the company.

report, Vickers lost 5 fresh to 145p and TI softened a couple of pence more to 235p. Elsewhere, Wadkin reflected a "sell" recommendation and closed 15 lower at 138p, while Edgmo softened 5 to 111p and Wagon Industrial shed 2 to 115p.

Shipping lacked a decided trend. P. and O. Deferred finished only a penny lower on balance at 285p, after 294p, following confirmation that Sterling Guarantee Trust now controls 4 per cent of the equity. Ocean Transport shed 5 to 115p, while profit-taking in a narrow market left Common Brothers 13 cheaper at 158p.

Ships of yet more attacks on News of the World in the City coupled with a general rally in equity markets enabled leading domestic oils to stage a modest recovery. BP eased to 493p at the outset but subsequently rallied to close above the day's 500p, a net gain of 3p.

Shell was similar amount to the good at 680p. Ultramar, a nervous market earlier in the week following the deal with America's Allied Corporation to acquire Enstar, moved up 9 to 585p, leaving the shares 33 down over the past five days.

Traded Options finished an encouraging week on a bright note with 3,934 calls and 2,217 puts transacted. The week's daily average amounted to 5,386 calls and 3,132 puts.

Jabiru 2 appraisal well, which failed to encounter hydrocarbons, and fell 3 more to a year's low of 62p — a five-day loss of 39.

Gold and gold-related sectors of mining markets made an immediate and positive response to the latest developments in the Iran/Iraq war and the widespread rumours of problems in the U.S. banking sector.

Three successive days of heavy losses were quickly forgotten and South Africa moved above the \$385 level before closing a net 7.75 higher at \$384.75 an ounce, its biggest one-day gain since November last year.

Strong buying interest was evident from the outset and this continued into after-hours trading when a 28.5 rise at 682.5 was reported. Closing levels were easily the day's best and the Gold Mines index recouped all and more of the losses sustained over the previous three days to show a 28.5 rise at 682.5 — a gain of 24.7 over the week.

London Financials enjoyed a day of good gains and increased turnover in the wake of the strength of precious and base metals, as well as the steadier trend in domestic equities. Consolidated Gold Fields were the main beneficiaries, jumping 31 to 566p, RTZ, additionally boosted by the chairman's mildly encouraging remarks at the annual meeting on Thursday, advanced 15 to 607p and Charter, due to announce preliminary results at the end of next month, put on 5 to 220p.

Among miscellaneous South African Cons, Murchison added 25 to 875p but Cobra Emerald slipped 2 to 66p; both companies are due to announce interim figures next Tuesday.

Australians were the only depressed sector in mines. The recent heavy losses on London and Wall Street markets continued to unsettle Sydney and Melbourne exchanges and prices fell sharply at the outset before steadying to close a shade above the day's lows.

Traded Options finished an encouraging week on a bright note with 3,934 calls and 2,217 puts transacted. The week's daily average amounted to 5,386 calls and 3,132 puts.

Traded Options finished an encouraging week on a bright note with 3,934 calls and 2,217 puts transacted. The week's daily average amounted to 5,386 calls and 3,132 puts.

Traded Options finished an encouraging week on a bright note with 3,934 calls and 2,217 puts transacted. The week's daily average amounted to 5,386 calls and 3,132 puts.

Traded Options finished an encouraging week on a bright note with 3,934 calls and 2,217 puts transacted. The week's daily average amounted to 5,386 calls and 3,132 puts.

Traded Options finished an encouraging week on a bright note with 3,934 calls and 2,217 puts transacted. The week's daily average amounted to 5,386 calls and 3,132 puts.

Traded Options finished an encouraging week on a bright note with 3,934 calls and 2,217 puts transacted. The week's daily average amounted to 5,386 calls and 3,132 puts.

Traded Options finished an encouraging week on a bright note with 3,934 calls and 2,217 puts transacted. The week's daily average amounted to 5,386 calls and 3,132 puts.

Traded Options finished an encouraging week on a bright note with 3,934 calls and 2,217 puts transacted. The week's daily average amounted to 5,386 calls and 3,132 puts.

Traded Options finished an encouraging week on a bright note with 3,934 calls and 2,217 puts transacted. The week's daily average amounted to 5,386 calls and 3,132 puts.

Table with columns: Stock Name, May 25, May 24, May 23, May 22, May 21, May 20, Year ago. Includes Government Secs, Fixed Interest, Industrial Ord., Gold Mines, etc.

Table with columns: Stock Name, Percentage changes since December 30, 1983 based on Thursday, May 24 1984. Includes Newspapers, Publishing, Discount Houses, etc.

Table with columns: Stock Name, First Last Last For Fisher, Petranol, Bals, Booker, etc. Includes Deal-Declar- Settlements, etc.

Table with columns: Stock Name, Issue Price, High, Low, etc. Includes Amco Brit Ports, Halliburton, etc.

Table with columns: Stock Name, Issue Price, High, Low, etc. Includes Amco Brit Ports, Halliburton, etc.

Table with columns: Stock Name, Issue Price, High, Low, etc. Includes Amco Brit Ports, Halliburton, etc.

Table with columns: Stock Name, Issue Price, High, Low, etc. Includes Amco Brit Ports, Halliburton, etc.

Table with columns: Stock Name, Issue Price, High, Low, etc. Includes Amco Brit Ports, Halliburton, etc.

FT-ACTUARIES SHARE INDICES

These indices are the joint compilation of the Financial Times, The Institute of Actuaries and the Faculty of Actuaries

Table with columns: EQUITY GROUPS & SUB-SECTORS, Fri May 25 1984, Highs and Lows Index, 1984, Since Completion. Includes CAPITAL GROUPS, Building Materials, etc.

FIXED INTEREST

Table with columns: PRICE INDICES, British Government, 1-5 years, 5-15 years, etc. Includes British Government, 1-5 years, 5-15 years, etc.

NEW HIGHS AND LOWS FOR 1984

Table with columns: NEW HIGHS (5), NEW LOWS (298). Includes CANADIANS (6), BANKS (18), etc.

RISES AND FALLS

Table with columns: Yesterday, On the week. Includes British Funds, 61 20 23 160 226 125, etc.

ACTIVE STOCKS

Table with columns: Stock, Closing Day's price change, Stock, Closing Day's price change. Includes Bowler, 272 +8, etc.

THURSDAY'S ACTIVE STOCKS

Table with columns: Stock, No. of Thurs. changes, Day's change, Stock, No. of Thurs. changes, Day's change. Includes Microvite New, 27 190, etc.

5-DAY ACTIVE STOCKS

Table with columns: Stock, No. of Thurs. changes, Last Change, Stock, No. of Thurs. changes, Last Change. Includes BTR, 39 47 -28, etc.

STOCK EXCHANGE DEALINGS

STOCK MARKET
Financial Times Saturday May 26 1984

STOCK MARKET
Financial Times Saturday May 26 1984

STOCK MARKET
Financial Times Saturday May 26 1984

STOCK MARKET
Financial Times Saturday May 26 1984

STOCK MARKET
Financial Times Saturday May 26 1984

STOCK MARKET
Financial Times Saturday May 26 1984

STOCK MARKET
Financial Times Saturday May 26 1984

FINANCIAL ISSUES BY FOREIGN GOVERNMENTS

Financial issues by foreign governments including Australia, Canada, and others.

CORPORATION AND COUNTY

List of corporations and counties with their respective financial details.

UK PUBLIC BONDS

UK public bonds including Agricultural Mortgage, Commonwealth, and others.

COMMONWEALTH GOVT.

Commonwealth government securities from various countries.

FOREIGN STOCKS

Foreign stocks including China, India, and other international markets.

CORPORATIONS - FOREIGN

Foreign corporations including Hydro-Quebec, Novartis, and others.

BANKS, DISCOUNT

Banking and discount companies including Bank of Ireland, Barclays, etc.

BREWERIES

Brewery companies including Allied-Brewers, Carlsberg, etc.

COMMERCIAL, INDUSTRIAL

Commercial and industrial companies including AAH, ABB, etc.

COMMERCIAL, INDUSTRIAL

Commercial and industrial companies including ABB, ABB, etc.

COMMERCIAL, INDUSTRIAL

Commercial and industrial companies including ABB, ABB, etc.

COMMERCIAL, INDUSTRIAL

Commercial and industrial companies including ABB, ABB, etc.

COMMERCIAL, INDUSTRIAL

Commercial and industrial companies including ABB, ABB, etc.

COMMERCIAL, INDUSTRIAL

Commercial and industrial companies including ABB, ABB, etc.

COMMERCIAL, INDUSTRIAL

Commercial and industrial companies including ABB, ABB, etc.

COMMERCIAL, INDUSTRIAL

Commercial and industrial companies including ABB, ABB, etc.

STOCK EXCHANGE DEALINGS

Stock exchange dealings including ABB, ABB, etc.

STOCK EXCHANGE DEALINGS

Stock exchange dealings including ABB, ABB, etc.

STOCK EXCHANGE DEALINGS

Stock exchange dealings including ABB, ABB, etc.

STOCK EXCHANGE DEALINGS

Stock exchange dealings including ABB, ABB, etc.

STOCK EXCHANGE DEALINGS

Stock exchange dealings including ABB, ABB, etc.

STOCK EXCHANGE DEALINGS

Stock exchange dealings including ABB, ABB, etc.

STOCK EXCHANGE DEALINGS

Stock exchange dealings including ABB, ABB, etc.

STOCK EXCHANGE DEALINGS

Stock exchange dealings including ABB, ABB, etc.

STOCK EXCHANGE DEALINGS

Stock exchange dealings including ABB, ABB, etc.

STOCK EXCHANGE DEALINGS

Stock exchange dealings including ABB, ABB, etc.

STOCK EXCHANGE DEALINGS

Stock exchange dealings including ABB, ABB, etc.

STOCK EXCHANGE DEALINGS

Stock exchange dealings including ABB, ABB, etc.

STOCK EXCHANGE DEALINGS

Stock exchange dealings including ABB, ABB, etc.

STOCK EXCHANGE DEALINGS

Stock exchange dealings including ABB, ABB, etc.

STOCK EXCHANGE DEALINGS

Stock exchange dealings including ABB, ABB, etc.

STOCK EXCHANGE DEALINGS

Stock exchange dealings including ABB, ABB, etc.

INVESTMENT TRUSTS

Investment trusts including Aberdeen, Anglo-Indo, etc.

INVESTMENT TRUSTS

Investment trusts including Aberdeen, Anglo-Indo, etc.

INVESTMENT TRUSTS

Investment trusts including Aberdeen, Anglo-Indo, etc.

INVESTMENT TRUSTS

Investment trusts including Aberdeen, Anglo-Indo, etc.

INVESTMENT TRUSTS

Investment trusts including Aberdeen, Anglo-Indo, etc.

INVESTMENT TRUSTS

Investment trusts including Aberdeen, Anglo-Indo, etc.

INVESTMENT TRUSTS

Investment trusts including Aberdeen, Anglo-Indo, etc.

INVESTMENT TRUSTS

Investment trusts including Aberdeen, Anglo-Indo, etc.

PLANTATIONS

Plantations including Anglo-Indo, Anglo-Indo, etc.

PLANTATIONS

Plantations including Anglo-Indo, Anglo-Indo, etc.

PLANTATIONS

Plantations including Anglo-Indo, Anglo-Indo, etc.

PLANTATIONS

Plantations including Anglo-Indo, Anglo-Indo, etc.

PLANTATIONS

Plantations including Anglo-Indo, Anglo-Indo, etc.

PLANTATIONS

Plantations including Anglo-Indo, Anglo-Indo, etc.

PLANTATIONS

Plantations including Anglo-Indo, Anglo-Indo, etc.

PLANTATIONS

Plantations including Anglo-Indo, Anglo-Indo, etc.

RAILWAYS

Railways including Anglo-Indo, Anglo-Indo, etc.

RAILWAYS

Railways including Anglo-Indo, Anglo-Indo, etc.

RAILWAYS

Railways including Anglo-Indo, Anglo-Indo, etc.

RAILWAYS

Railways including Anglo-Indo, Anglo-Indo, etc.

RAILWAYS

Railways including Anglo-Indo, Anglo-Indo, etc.

RAILWAYS

Railways including Anglo-Indo, Anglo-Indo, etc.

RAILWAYS

Railways including Anglo-Indo, Anglo-Indo, etc.

RAILWAYS

Railways including Anglo-Indo, Anglo-Indo, etc.

LONDON TRADED OPTIONS table with columns for Calls and Puts, and rows for various stock options.

EUROPEAN OPTIONS EXCHANGE table with columns for Series, Vol., and Last, and rows for various European options.

INVEST IN 50,000 BETTER TOMORROWS! advertisement for Multiple Sclerosis Society of G.B. and N.I.

AUTHORISED UNIT TRUSTS

British Co of Unit Trusts Ltd (a) (c) (p) 100 Broad St, London EC2M 2JF. Phone 01-403 6000. British Viewpoint 01-473 0088

FT UNIT TRUST INFORMATION SERVICE

Main table of unit trusts with columns for name, manager, and performance data. Includes sections for Abbey Unit Trust, British Co of Unit Trusts, and various other trusts.

Insurances—continued

Table of insurance policies including Prime Series—Life, Friends' Provident Life Office, and various other insurance products.

This space....

In addition to the advertising spaces available on the 'Your Savings and Investments' pages we are now able to offer a further opportunity to reach unit trust investors.

For a limited period only this space on the 'FT Unit Trust Information Service' page will be available to advertisers.

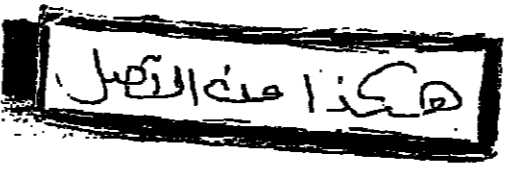
For further information please contact Nigel Pullman, Bracken House, 10 Cannon Street, London EC4A 3DF. Tel. (01) 248 8000

Citibank & Overseas—continued

Table of Citibank & Overseas services including various international and domestic financial products.

Handwritten signature or note at the bottom of the Citibank section.





INSURANCE & OVERSEAS MANAGED FUNDS

Table listing various insurance and managed funds, including company names, fund names, and numerical values.

Table listing various insurance and managed funds, including company names, fund names, and numerical values.

Table listing various insurance and managed funds, including company names, fund names, and numerical values.

Table listing various insurance and managed funds, including company names, fund names, and numerical values.

OFFSHORE AND OVERSEAS

Table listing offshore and overseas managed funds, including company names, fund names, and numerical values.

Notes and additional information regarding the fund listings, including price changes and contact details.

Espley Trust plc - broadly based for growth - London - Leeds - Birmingham - 021-454 9881

FT LONDON SHARE INFORMATION SERVICE

HOTELS - Continued

AMERICANS

Table of American stocks including Abbott Labs, Alcoa, Amgen, etc. with columns for stock name, price, and volume.

BEERS, WINES - Cont.

Table of beer and wine stocks including Anheuser-Busch, Heineken, etc.

BUILDING INDUSTRY, TIMBER AND ROADS

Table of building industry, timber, and roads stocks including Amec, Bovis Lend Lease, etc.

DRAPERY & STORES - Cont.

Table of drapery and stores stocks including Debenhams, Next, etc.

ENGINEERING - Continued

Table of engineering stocks including Birminghams, GKN, etc.

INDUSTRIALS (Miscel.)

Table of miscellaneous industrial stocks including ICI, Shell, etc.

BRITISH FUNDS

Table of British funds including various investment trusts and funds.

CANADIANS

Table of Canadian stocks including Alcan, Inco, etc.

BANKS, HP & LEASING

Table of bank, HP, and leasing stocks including Abbey National, etc.

CHEMICALS, PLASTICS

Table of chemical and plastic stocks including ICI, Shell, etc.

FOOD, GROCERIES, ETC

Table of food, grocery, and other stocks including Unilever, etc.

DRAPERY AND STORES

Table of drapery and stores stocks including Debenhams, Next, etc.

GOVT. BANK AND OSEAS GOVT. STERLING ISSUES

Table of government and overseas government sterling issues.

CORPORATION LOANS

Table of corporation loans including various financial institutions.

COMMONWEALTH AND AFRICAN LOANS

Table of commonwealth and African loans.

LOANS

Table of various loans including building societies.

Public Board and Ind.

Table of public board and industrial stocks.

Financial

Table of financial stocks including various banks and financial institutions.

FOREIGN BONDS & RAILS

Table of foreign bonds and rail stocks.

BEERS, WINES & SPIRITS

Table of beer, wine, and spirit stocks including Anheuser-Busch, etc.

DRAPERY AND STORES

Table of drapery and stores stocks including Debenhams, Next, etc.

ENGINEERING

Table of engineering stocks including Birminghams, GKN, etc.

HOTELS AND CATERERS

Table of hotel and catering stocks including various hotel chains.

Financial

Table of financial stocks including various banks and financial institutions.

Handwritten signature or note at the bottom of the page.

INDUSTRIALS—Continued

Table of industrial stocks including companies like British Petroleum, Shell, and ICI, with columns for stock price, high/low, and volume.

LEISURE—Continued

Table of leisure stocks including companies like British Airways, British Telecom, and British Gas, with columns for stock price, high/low, and volume.

PROPERTY—Continued

Table of property stocks including companies like British Land, Granada, and Granada Television, with columns for stock price, high/low, and volume.

INVESTMENT TRUSTS—Cont.

Table of investment trusts including companies like British American Investment Trust, British Overseas Investment Trust, and British Venture Investment Trust, with columns for stock price, high/low, and volume.

OIL AND GAS—Continued

Table of oil and gas stocks including companies like British Petroleum, Shell, and ICI, with columns for stock price, high/low, and volume.

IDC logo and text: 'Design, Construct & Operate BUILDING SUCCESS'.

MINES—Continued

Table of mining stocks including companies like Anglo American, De Beers, and Anglo Coal, with columns for stock price, high/low, and volume.

SHIPPING

Table of shipping stocks including companies like British Shipbuilders, British Overseas Airways, and British Airways, with columns for stock price, high/low, and volume.

SHOES AND LEATHER

Table of shoes and leather stocks including companies like British Shoe Manufacturers, British Leather Goods, and British Footwear, with columns for stock price, high/low, and volume.

SOUTH AFRICANS

Table of South African stocks including companies like Anglo American, De Beers, and Anglo Coal, with columns for stock price, high/low, and volume.

TEXTILES

Table of textile stocks including companies like British Textiles, British Clothing, and British Fashion, with columns for stock price, high/low, and volume.

PAPER, PRINTING ADVERTISING

Table of paper, printing, and advertising stocks including companies like British Paper Mills, British Printing, and British Advertising, with columns for stock price, high/low, and volume.

INSURANCES

Table of insurance stocks including companies like British Insurance, British Life, and British Pensions, with columns for stock price, high/low, and volume.

MOTORS, AIRCRAFT TRADES

Table of motor and aircraft trade stocks including companies like British Motor Industry, British Aircraft, and British Transport, with columns for stock price, high/low, and volume.

Commercial Vehicles

Table of commercial vehicle stocks including companies like British Commercial Vehicles, British Trucks, and British Buses, with columns for stock price, high/low, and volume.

Components

Table of component stocks including companies like British Components, British Parts, and British Supplies, with columns for stock price, high/low, and volume.

Garages and Distributors

Table of garage and distributor stocks including companies like British Garages, British Distributors, and British Retailers, with columns for stock price, high/low, and volume.

NEWSPAPERS, PUBLISHERS

Table of newspaper and publisher stocks including companies like British Newspapers, British Publishers, and British Media, with columns for stock price, high/low, and volume.

PLANTATIONS

Table of plantation stocks including companies like British Plantations, British Rubber, and British Palm Oil, with columns for stock price, high/low, and volume.

Overseas Traders

Table of overseas trader stocks including companies like British Overseas Traders, British International, and British Global, with columns for stock price, high/low, and volume.

Finance, Land, etc.

Table of finance, land, and other stocks including companies like British Finance, British Land, and British Services, with columns for stock price, high/low, and volume.

TOBACCO

Table of tobacco stocks including companies like British Tobacco, British Cigarettes, and British Pipes, with columns for stock price, high/low, and volume.

TRUSTS, FINANCE, LAND

Table of trusts, finance, and land stocks including companies like British Trusts, British Finance, and British Land, with columns for stock price, high/low, and volume.

Investment Trusts

Table of investment trusts including companies like British American Investment Trust, British Overseas Investment Trust, and British Venture Investment Trust, with columns for stock price, high/low, and volume.

PROPERTY

Table of property stocks including companies like British Land, Granada, and Granada Television, with columns for stock price, high/low, and volume.

Central Rand

Table of central rand stocks including companies like Anglo American, De Beers, and Anglo Coal, with columns for stock price, high/low, and volume.

Eastern Rand

Table of eastern rand stocks including companies like Anglo American, De Beers, and Anglo Coal, with columns for stock price, high/low, and volume.

Far West Rand

Table of far west rand stocks including companies like Anglo American, De Beers, and Anglo Coal, with columns for stock price, high/low, and volume.

Regional & Irish Stocks

Table of regional and Irish stocks including companies like British Regional, British Irish, and British Overseas, with columns for stock price, high/low, and volume.

O.F.S.

Table of O.F.S. stocks including companies like British Overseas, British International, and British Global, with columns for stock price, high/low, and volume.

Options—3-month call rates

Table of 3-month call rates including companies like British Options, British Futures, and British Derivatives, with columns for stock price, high/low, and volume.

Notes and disclaimer text regarding the accuracy of the data and the responsibility of the publisher.

BELL'S SCOTCH WHISKY BELL'S

FINANCIAL TIMES

Saturday May 26 1984

Need room to grow? Emigrate to Telford 0952 618131

MAN IN THE NEWS

Keen as mustard at the CBI

BY JOHN LLOYD

SIR JAMES CLEMINSON, A little clipped, slightly military...

"I tried all morning to avoid saying 'keen as mustard'..."



Sir James Cleminson

to combine it with the biggest crisis his company, Dunlop, ever had to face.

Sir James says, disarmingly, that he's had a "jolly good Press, very helpful..."

Maybe he will. He doesn't seek a terribly high-profile role.

What does he want to make understood? For now, no hugely urgent matters.

Most of all, though, Sir James is a man who believes in responsibility.

He is not unduly worried by the distance between the CBI and the TUC...

Business does have a social role—but must first make money in order that it can exercise such a role...

Sir James appears to have no trepidation on that score: if that's what the responsibility entails, that's what it will get.

Last night the UN Security Council started its emergency session called at the request of the conservative Arab oil states...

Britain hints at EEC settlement

BY DAVID HOUSEGO IN PARIS

SIR GEOFFREY HOWE, the Foreign Secretary, yesterday gave a clear signal to Britain's European Community partners...

On the Budget issue, Sir Geoffrey said that Britain was willing to resolve the remaining differences before the summit...

Levi Strauss, old-timer of the jeans scene, tightens its belt

BY LOUISE KEHOE IN SAN FRANCISCO AND ANTHONY MORETON IN LONDON

LEVI STRAUSS, which outfitted the Forty-Niners in the California Gold Rush and went on to transform blue jeans into a universal uniform of youth...

Like other producers in this field, it has been hit by the move away from traditional denim.

As Mr Dennis Ross, a San Francisco security analyst, observed: "People just don't wear blue jeans to cocktail parties any more."

Yesterday Levi Strauss announced that it expects 1984 earnings to drop to half those in 1983...

The European markets, in particular, seem to have turned against the stalwart denim, pre-

that she would prefer a further ad hoc one-year settlement for 1985 rather than another breakdown

In remarks to the press, Sir Geoffrey was dismissive of the notion, implied in President Mitterrand's speech to the European Parliament in Strasbourg on Thursday...

Sir Geoffrey added that Britain was an enthusiastic supporter of political co-operation within the Community...

closer political union.

Sir Geoffrey was equally scathing about a two-speed Europe if by this was meant fragmenting Europe into two classes "of sheep and goats."

Some of the ingredients were there. The crisis of confidence in the U.S. banking system mirrored the effects of the Herstatt collapse...

Responding to French initiatives on the defence issue, Sir Geoffrey said that the seven-nation Western European Union, grouping Britain, France, West Germany, Italy and the Benelux countries...

Private BT delayed by licence row

By Jason Crisp

WRANGLING OVER British Telecom's licence has meant the Government will have to put back the day for setting up the Office of Telecommunications and establishing BT as a public limited company.

The delay will put added pressure on the timetable to sell shares in BT, which is planned for the autumn.

The major problem is the requirement for BT to connect its public telephone network with a competing service, probably Mercury.

The reduction in capacity is expected to cut second quarter earnings by 85 per cent. The company says that by streamlining production and eliminating marginal products, it will become "more responsive and better able to compete."

BT objects to an apparent change in Mercury's plans, which would make it a more effective competitor.

The Government wants Mercury to provide a national service as quickly as possible.

BT fears that Mercury will concentrate on competing on the highly profitable trunk routes while using BT's own network to link to people further afield.

The Government yesterday announced that it would give individual shareholders in BT a rebate on quarterly telephone charges for a limited period.

Share and gilt prices steady

BY PHILIP STEPHENS

BRITISH SHARES and Government bonds steadied yesterday after Thursday's heavy losses but gains were limited by continuing upward pressure on base lending rates.

Share prices, which fell steeply on Thursday, showed modest gains as rumours about the financial position of leading U.S. banks quietened.

The FT Industrial Ordinary Index closed at 827.9, up 1.5 points on the day.

Gilt, which lost up to £2 on Thursday, also showed a slight recovery, ending with gains of between 1/4 and 1/2.

The market was clouded, however, by concern over the recent pace of public borrowing and rises in money supply.

Wall St Continued from Page 1

and Irving Bank's shares were up \$1 at \$63.

However, in sharp contrast, Continental Illinois, the largest bank in Chicago and the eighth largest in the U.S., saw its battered share price drop \$1 1/2 to a new low of \$6 1/2 by 2 pm.

It was the run on Continental Illinois two weeks ago which initially focused market attention on banking stocks.

In generally nervous and moderately busy trading, the Dow Jones Industrial Average showed small gains throughout the morning and, at 1.30 pm, was up 3.56 points at 1108.99 with 85.2m shares changing hands.

In the U.S. credit and money markets short term Treasury Bill rates were marked lower by a couple of basis points while rates for bank certificates of deposit tumbled by about 20 basis points—narrowing but not eliminating the sharp differential built up earlier in the week by investors' concerns to stay with short term government paper.

Elsewhere in the credit markets a decline in the Fed funds rate to around the 10 per cent level in the morning from 10.75 per cent late on Thursday helped to support prices.

Trading in the foreign exchange markets was said to be relatively thin and directionless.

David Lascelles writes: Anxieties about U.S. banks eased a little in the European markets yesterday.

The bank is trying to differentiate the crisis as possible from last week's over Continental Illinois. It is believed to have urged the U.S. authorities not to make any assuring statements of the kind issued by the Comptroller of the Currency about the Chicago bank.

Iran oil Continued from Page 1

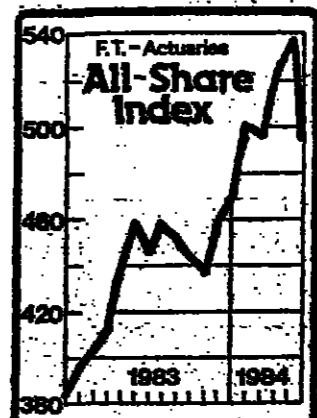
Its Air Force and Navy had hit six vessels and two other ships had been destroyed by mines as they attempted to flee.

Oil prices rose on the spot market for the second day in succession. One cargo of Brent Blend was traded at \$30.65 a barrel up 10 cents on Thursday's transactions and above the \$30 official selling rate.

THE LEX COLUMN

Picnic time for the bears

Index rose 1.5 to 827.9



After a three-week cascade of falling share prices the London equity market yesterday seemed at last to have regained a minimum of poise...

There has been something of a flight into the shorter available instruments, leading to a very steep yield curve at the short end of the market...

Base rates

A rise in base rates at least to 9 1/2 per cent, conceivably leaping to 10, was being predicted with some confidence yesterday evening by people who ought to know.

The much-needed restoration of confidence within the London financial markets must come from across the Atlantic, or at any rate from the forthcoming economic summit, which would give President Reagan an opportunity to say reassuring things about the deficit.

It may be that equity investors have now largely adjusted to the more defensive strategy which all the recent worries have encouraged.

The London markets are inclining to the view that the Fed will need to address the more urgent problem of banking stability, as it shows signs of doing.

The London markets are inclining to the view that the Fed will need to address the more urgent problem of banking stability, as it shows signs of doing.

Can you make money on the stock markets without paying tax?

You bet you can!

Believe it or not, a lot of people made a lot of money on the stock markets last year, without so much as buying a share, or paying tax on their profits.

They did it by betting with us. We're IG Index, a highly specialised bookmaker.

Through a simple phone call to us you can bet on the future movements of the UK and US stock markets.

And, if you win, the profits you make are free of all tax, because the transactions you make are wagers.

You can make just as much money betting the markets will go down as you can betting they'll go up.

In fact, we bet you won't find an easier way of making money on the stock markets anywhere.

Form for W.F. Eley, IG Index Limited, 9/11 Grosvenor Gardens, London SW1W 0BD. Tel: 01-828 7233/8. Includes fields for Name, Address, and Tel (daytime).

CHIEF PRICE CHANGES YESTERDAY

Table with columns for RISES, FALLS, and various stock prices like Fleet Hldgs, Halstead (James), BP, etc.

WORLDWIDE WEATHER

Table with columns for location, Y'day, and weather conditions for various global locations like Alcatraz, Algiers, Amsterdam, etc.